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SEPTEMBER 15, 1946



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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CLOSING DATE—Present printing conditions require that more time be given for putting current issues of the American Nurseryman through the press. So if you send material for either the advertising or the news columns of the **October 1** issue, please mail in time to reach this office by **September 17**.

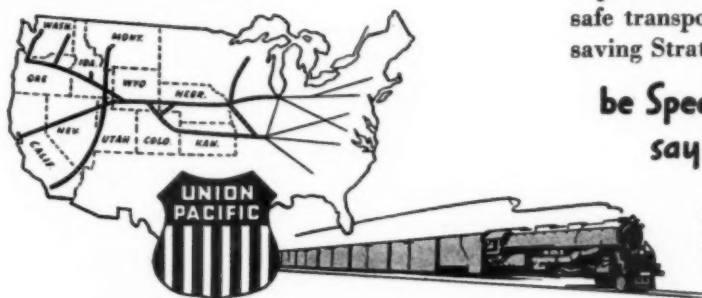


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AMERICAN NURSERYMAN

F. R. KILNER, Editor

Editorial

GARDEN CLEARINGHOUSE.

After discussion and proposals over many years, familiar to older members of the American Association of Nurserymen, at last a step is being taken to interest wide participation in the project of a national headquarters, or clearinghouse, for the horticultural interests of this country, amateur and professional. This takes the form of a conference, called for October 8 to 10 at Cleveland, O., as announced on another page of this issue.

In earlier years the thought was of a linking of commercial and professional organizations of the nation, to meet such common problems as nomenclature, for example. The A. A. N. for years has had a committee concerned with the general project, which sought to crystallize the ideas of those interested, without much action.

In recent years the growth of the garden clubs, women's and men's, and other amateur horticultural organizations has added a powerful factor, potentially at least, in such an undertaking. Indeed, some persons feel such an organization would be of more direct service to the amateur interests, since the commercial concern would be, after all, for the better service of their customers, the amateur gardeners.

To bring matters to a head, a group of persons intimately associated with discussions of a united horticulture, as it was called, incorporated the American Horticultural Council, Inc., and sought membership funds for active promotion. This group has called the meeting at Cleveland. It is intended that the conference will elect officers and adopt proposals for definite procedure.

One of the directors has proposed an outline of desired steps to be undertaken, which has been submitted in circular form to persons thought to be interested in the conference. These steps are grouped under several broad headings, including a national survey of horticulture, an annual congress of horticulture, services to existing organizations through a central office, testing and research, coordination, education, publicity and promotion.

Such an organization obviously might undertake those various and sundry tasks that are talked of re-

peatedly, but not apparently within the scope or means of existing organizations. Much can be done, there is no question, if a capable and competent headquarters organization can be provided.

Certainly gardening has come of age in this country, with countless numbers initiated during the war, and the financial problem of such an organization is less formidable today than in earlier days. Amateurs as well as professionals recognize the problems; indeed, they reiterate them, and real progress might be made by a union of their common interests.

The tremendous number of novelties introduced in recent years has increased the important problems of registration of new varieties and uniform nomenclature, now being met only in a fragmentary way by a few organizations concerned with special groups of plants. Here is a monumental task awaiting such an organization as is proposed. It would justify and warrant strong support financially of the corporation, aside from the other desirable activities in which it might engage.

Those who attend the conference at Cleveland should go prepared for action, not just discussion, for the time is ripe.

MORE CONVENTIONS.

This summer has seen the resumption of conventions by several nurserymen's organizations which had suspended general meetings during the war. Other summer gatherings have increased in scope, as may be seen from the reports in current issues of this magazine.

The increase in gardening during the war, the expected heavy postwar demand for stock and services and the problems of production and supply facing all of us provide ample material for discussion, in addition to the customary problems of the industry. They concern not only those who attend the current conventions, but pretty nearly everybody else engaged in like business enterprises. So the meeting reports are prepared, as far as possible, to pass on information to a wider circle, not just to record speakers and program activities.

Whether a meeting is held in your state or elsewhere, it is well worth your time to scan the report for those things which will help you, too, in the postwar era.

The Mirror of the Trade

CREDIT REGULATION.

Among federal controls continued in force from wartime is that of consumer credit, well known to nurserymen as a collection aid in the form of regulation W.

In a little-publicized decision, the Federal Reserve Board has decided to continue in force its regulation W, which sets 12-month payment terms on most installment purchases of durable goods, requires a one-third down payment and makes charge accounts payable in sixty days. Such credit regulation will be continued "as long as present inflationary pressures remain as a threat to a stable economy," according to the board's officials.

FREIGHT TRANSPORTATION.

With 68,000 fewer freight cars than were available in 1941 and car loading rapidly approaching the record made in that year, October and November promise to be critical months in respect to freight movement. The week of July 20, 1946, was the second highest week on record in number of freight cars loaded, surpassing any week during the war. The situation will be further complicated by the normal increase in demand for cars of all types in October and November.

Since the peak fall movement of nursery stock falls during this period, the problem is a difficult one for shippers. Although perishables will receive their usual preference, Richard P. White, executive secretary of the American Association of Nurserymen, warns that an increase in embargoes of less essential commodities, even perishables, is to be expected. In order to alleviate the situation as much as possible, Mr. White suggests that nurserymen order cars only as needed, load and unload promptly, clear cars of dunnage, load to full capacity and cooperate fully with their local freight agents.

MEETING CALENDAR.

September 16 to 18, Oregon Association of Nurserymen.

September 23 to 25, California Association of Nurserymen, Hotel Claremont, Berkeley.

October 8 to 10, United Horticulture, Wade Park Manor, Cleveland, O.

November 17 to 20, American Institute of Park Executives, Jefferson hotel, St. Louis, Mo.

December 2 and 3, Minnesota State Nurserymen's Association, Radisson hotel, Minneapolis.

Texans Convene at Dallas

After canceling its 1945 convention because of wartime conditions, the Texas Association of Nurserymen met August 27 to 29 at the Adolphus hotel, at Dallas, with 218 registered members and guests in attendance. The occasion of the association's first convention in two years and its thirty-fifth meeting was marked not only by an educational program of interesting speakers, but also by a calendar of gala social events.

The convention was officially opened Tuesday afternoon, August 27, by Vice-president Jesse Breedlove, who turned over the chair to President Steve Verhalen. The report of the obituary committee was read by Phil Scherz, San Angelo. Rev. Timothy W. Guthrie, pastor of St. John's Methodist church, Dallas, offered the invocation. The official welcomer was J. B. ("Tieste") Adué, Jr., president of the National Bank of Commerce and mayor pro tem of Dallas.

Upon the recommendation of the nominating committee, Ed Baker, chairman; A. C. P. Tyler, and Ray Mosty, the following officers were elected at the final session: Jesse Breedlove, president; John Sarver, vice-president, and Murray Ramsey, secretary-treasurer. New directors are Joe Benson, Ray Mosty, Don King, Steve Brady and the retiring president, Steve Verhalen. Carry-over directors are E. W. Bradshaw, Frank Cornelius, L. B. Dean and Otto Lang.

Official Reports.

In his address, President Steve Verhalen reviewed the work of the past two years since the 1944 convention at Houston and urged an increased membership. He pointed out

that present events and prevailing conditions, rather than foresightedness, had brought the average nurseryman out of the financial misery he generally enjoyed. "Only an extreme few of us," he said, "have been ambitious and energetic enough to be credited with such charmed words as genius or wizard. Shortages have made us operate on a less expensive and expansive basis, as well as brought our customers to our place and at our price. Buying instead of selling has been competitive. So it behooves us now, with the momentum we have, to keep rolling. Pull out the efficiency gadget, twist the modern thingamajig, push the good business practice button, use the high-quality, not the low-price lever, work all the controls, check them over and over again to see that all are operating as they should be. Don't just sit and wonder if this prosperous period will keep going and finally find yourself coasting to a stop where you will again anticipate and even with for another push, such as we have just had, by reckless governmental economy."

Secretary-treasurer Murray P. Ramsey reported on hand a substantial general fund and a special social security tax fund of \$1,556.50. To date there are 326 members, an increase of ninety in the past two years. Five persons had applied for membership on the first day of the convention.

Credit as Sales Factor.

Guest speaker was Robert A. Ross, vice-president of Neiman-Marcus, nationally known Dallas department store. Mr. Ross prefaced his talk with an appeal to the nurserymen to keep the public beauty conscious, to make well planted highways say

"Welcome to Texas" more eloquently than billboards and electric lights, and to plant parks, playgrounds and other public areas so beautifully that people will be inspired to plant their own property as attractively. In this way the nurseryman not only can sell his products, but he can also do the public a service by promoting greater commercial, cultural and aesthetic development through his profession.

In discussing "Credit, a Factor in Postwar Sales and Profits," Mr. Ross viewed credit not from an economic standpoint, but as a trading convenience and a means of making a one-time customer a repeat customer. Speaking on the retail business, he further defined credit as a convenient means of exchange, or the monthly charge account.

You may ask "Why a charge account in your retail business? Why not deal in cash and do away with bookkeeping?" To follow these questions, Mr. Ross suggested the retailer ask, "Can you sell all you can produce on a strictly cash basis?" and "Can you be assured that you can continue to sell all you produce on a strictly cash basis?" If the retailer can answer yes to these two questions, then he must determine how a charge account operation can help him expand his business.

When a charge account is opened, the retailer first procures a recognized credit report that gives a history of the individual opening the account, his income, an estimate of his worth, a statement of his paying habits, all of which adds up to the individual's ability to buy and his willingness to pay. With this information the retailer knows his chances of selling this person.

"Charge it" are magic words," said Mr. Ross. These two words



Audience at the First Convention in Two Years Held by the Texas Association of Nurserymen.

mean increased sales. Most salespeople will verify that charge customers are easier to sell than cash customers. Some people think there is discrimination between charge and cash customers. If so, it is not intentional, but rather because of the human element, in knowing that the charge customer is a repeat customer and a bigger value customer.

Having and developing a list of charge customers is a great opportunity to expand one's business. Mr. Ross strongly advocated enclosing a piece of sales literature with every monthly statement, even if it says only, "This is the month to plant so and so; four months from now it will be so beautiful." He further suggested writing the best letter you can to your best customer, one that will make him come out to your place of business, or make him call you on the telephone; then mimeograph this perfect letter and mail it to all your charge customers. If your business is not too big, take the time and trouble to telephone your customers, asking about their gardens and making suggestions for them. Keep a close follow-up on your customers.

In answer to the question, "How are you going to get these customers on your books?" Mr. Ross advised mail solicitation and personal solicitation. Keep track of people interested in your products, of newcomers to the community, of people with favorable occupations. If their credit ratings are found to be all right, invite them to open charge accounts. Write them or send your salesman to see them personally. If your prospective customer does not already have a charge account with a competitor, tell him you have opened one for his convenience—Mr. Ross said seven out of ten persons will respond. Another means of getting repeat customers which Mr. Ross suggested was to check your daily cash sales. Try to make your one-time cash customer a repeat customer. If he has a good credit rating, write him that you hope he'll return and tell him the facilities of your establishment are at his disposal.

Some businessmen wonder if this is the time to open charge accounts. Citing recent surveys, Mr. Ross showed that this is a good time to have customers open charge accounts. For instance, one-tenth of the population of the United States is women between the ages of eighteen and thirty, who represented four-tenths of the total national income in 1945. These are the women who are marrying and establishing homes at a rate almost unprecedented in this country. What a great market!

And statistics further show that people have the money to buy things. In 1936 eighty-one and one-half per cent of the families in the United States had incomes less than \$2,000 per year; sixteen per cent had \$2,000 to \$5,000 per year, and only two and one-half per cent had yearly incomes over \$5,000. In 1945 only forty-seven per cent of the families in the United States had annual incomes of less than \$2,000, while forty-five per cent earned \$2,000 to \$5,000 and eight per cent had over \$5,000. People can afford to buy and to pay for what they buy promptly, said Mr. Ross. And now is a good time to start a program of expansion with charge accounts. Mr. Ross said that



Jesse Breedlove.

how the retailer handles and develops his accounts will tell the number of his sales. As an example, he described the nylon hosiery clubs for department store charge customers. These clubs brought new accounts in by the thousands. Many businessmen thought these were one-time customers, who bought only nylons and made no further use of their accounts. A study was made of these new customers to determine how many bought other merchandise. It was shown that eighty per cent were buying in other departments.

If you solicit the best people for charge customers, your credit department will not be a collection problem, but a great expansion program. When the buyers' market returns, when production problems cease and marketing problems are again upon us, retailers will need a closely tied clientele. The charge account does just this, said Mr. Ross.

In bringing the first session to a close, President Verhalen introduced

out-of-state members and guests and appointed convention committees. In the evening from 6 to 8 a cocktail party was held in the Palm Gardens of the Adolphus hotel.

Rose Men's Work.

The morning session of the second day was opened with a report on the activities of the East Texas Rose Growers' Association by its president, Clark Kidd. Formed last February, the association now has eighty-eight members. Among its accomplishments are the obtaining of rubber budding strips with the aid of the American Association of Nurserymen, the planting of a large rose garden at Tyler to advertise the rose industry to air travelers and the publication of a monthly news-letter. Under way are research work to promote better markets and wiser selling and a program with the state college to include placement training in the nursery as part of the requirements for the course in horticulture.

Most recently the East Texas Rose Growers' Association has established, at Tyler, the Texas Rose Research Foundation, which was incorporated July 29. There are sixty-three paid workers doing research under the head pathologist, Dr. Eldon Lyle, who told of the program of the foundation. Diseases are being given considerable study by the foundation. One of the principal problems in Texas is black spot. Sprays are not practicable in the conditions of east Texas, but a new fungicidal dust, a sulphur-copper dust, has been found of value in this area. It must be applied frequently, for best results about twenty-four hours after every rain. As this might mean as many as thirty times a year in commercial plantings, it is hoped that further research will yield a dust which will adhere longer and better, making fewer applications necessary. Crown gall and root knot nematode are also being given study. Storage conditions are to be studied thoroughly in an effort to determine the ideal temperature and conditions for storing roses. Experiments are started on small plots, sometimes even on single roses, and expanded to large-scale field tests.

Display Methods.

Guest speaker at the morning session was Donald Wyman, Bay State Nurseries, North Abington, Mass., the retiring president of the National Landscape Nurserymen's Association, who discussed "Better Display Policies." Although Mr. Wyman said he spoke only from experience in his

[Continued on page 48.]

Developing Sales and Display Grounds

PART VIII - MERCHANDISING IDEAS

By Harold E. Hunziker

In picking out the merchandising ideas contained in the reports and plans submitted in the sales and display grounds contest, several noteworthy thoughts were expressed. Julian E. Schmitz, of Watertown, Conn., said: "Important objectives for all sales grounds are suggestive plantings for the homeowner. A store merchant realizes the effectiveness of presenting a fashionable window display to the public, and this same enthusiasm should be shown by

the nurseryman. Most home planners govern the selection of their plants by the poorly planted grounds that are the average in any neighborhood. The nursery should help them select the right plants for the proper locations, as well as suggest harmonious groupings. I think a worthy scheme would be the installation of a unit where foundation plantings for the small home may be shown. A plan could be worked out whereby an imitation house facade

of such plant materials as hedges (see Fig. 18, August 15 issue) is presented, in front of which groupings of plants could be arranged. Prepared beds of light soil to hold balled stock or deciduous materials should be available. This would follow the ideas of the flower shows, with the added benefit of allowing interested persons to purchase the material in the field or frames."

The same idea is expressed by Carl Pfaender, New Ulm, Minn., who

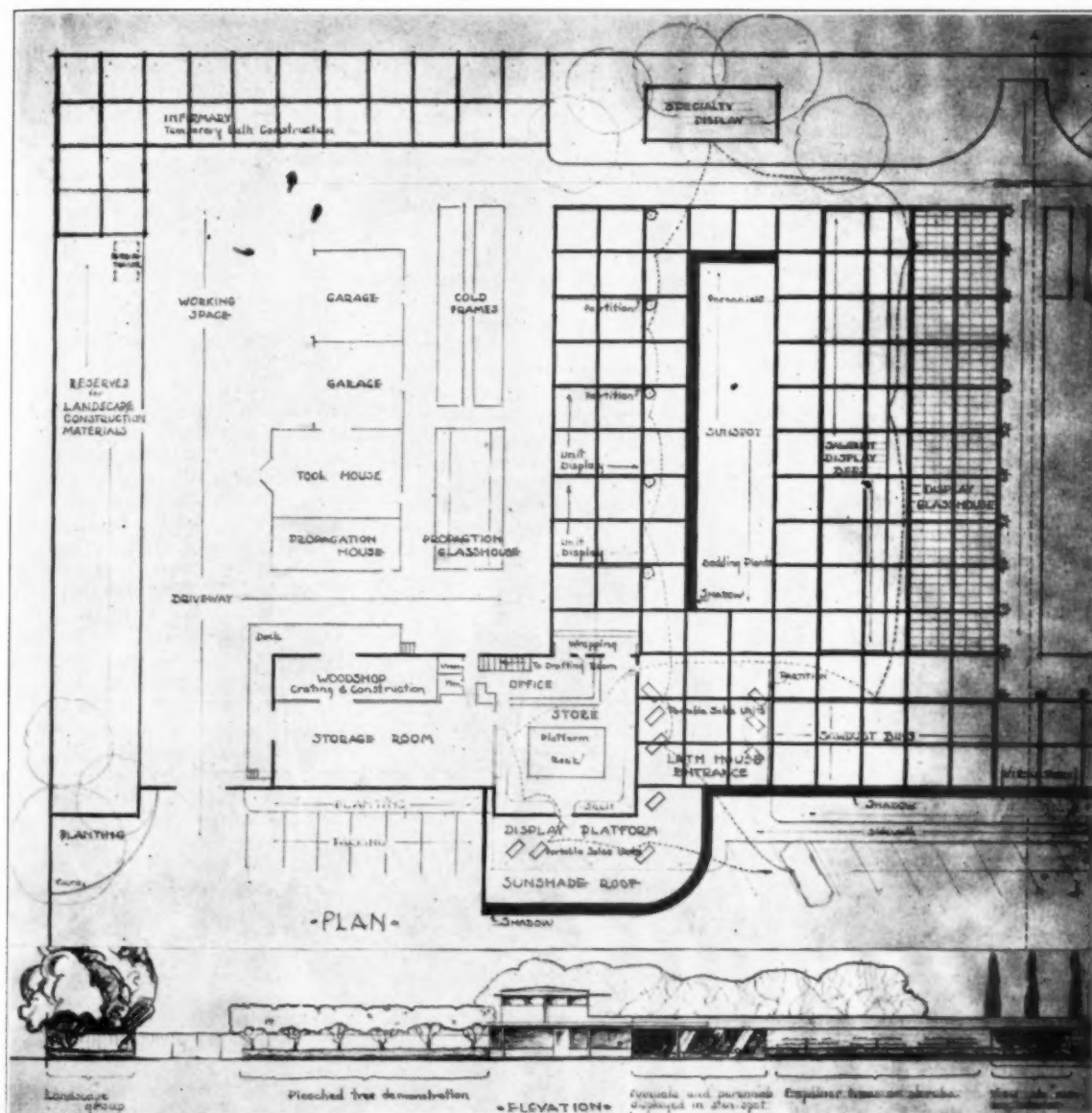


Figure 25. Here is shown a portion of the plan of William M. Rowland, Bakersfield, Cal. Note the excellent ideas for merchandising nursery products and accessories. Mr. Rowland's plan won a mention from the judges.

says: "The use of the various types, varieties and species of plants is shown to the prospective customer right on these grounds. Neatly trimmed hedges, perfectly groomed lawns, trees, shrubs and flowers are the catalogs and salesmen on the grounds." This leads us to the conclusion that the setting for nursery stock merchandising should be in attractive, well groomed grounds.

A Successful Policy.

Several thoughts, which could not be shown on the plans but are better expressed in words are set down here as the policy that R. J. Imlay, of Zanesville, O., thinks should be followed to make a successful venture of the nursery sales grounds. He says:

"1. Make it always a forward and changing example of the best landscaping for the community it serves—in harmony with adjacent residential areas.

"2. Avoid any junk shop or overgrown appearance. People expect and sense beauty, order and perfection on the part of those with whom they trade—even in the rush season.

"3. Create the fact and appearance of utility, of permanent business and solidity and an atmosphere worthy of the industry.

"4. Create demand by merchandising, but remember at all times the limitations of this method where perishable stock is concerned.

"5. Providing the best and most efficient handling of perishable goods, good advice, the best source of supply and digging, a fair replacement service—all these are methods for making repeat customers.

"6. The real estate value of the investment is enhanced by addition of other lines to the business, the encouragement of a community shopping center and agreeable and fair relations with employees, neighbors and clients."

The elevation of Mr. Imlay's plan was reproduced in the July 15 issue (Fig. 8).

Excellent Merchandising Ideas.

In the very modern plan of W. M. Rowland, Bakersfield, Cal., there is probably one of the best all-around, up-to-date merchandising outlines, with its view ports (Fig. 3, June 15 issue) and other interesting features. The drive-in stand is situated close to the highway and has 300 feet of packing space, with the office and garden shop as focal points in the project.

We have already commented on the portable sales units (Fig. 23, September 1 issue), which can be

wheeled onto the display platform in front of the shop. Here we show (Fig. 25) a portion of the plan with the platform, glasshouse and sun spot. In Mr. Rowland's report he describes these areas: "A further welcome is extended by a cheery sun spot falling on such flowers as happen to bloom in the bedding plant department.

"Inside the nursery, the customer's attention is guided to the unit displays by lattice screening. These displays are collections of stock arranged in landscape groupings and enclosed by lattice partitions. The effect of these displays is to suggest the purchase of plants in groups rather than as single specimens. Features and furniture may be added to these unit displays, and of course, every item is for sale.

"Beyond the unit displays is the specialty display. This shows a line of merchandise for which the nursery is well known—the line which curious visitors ask to see. One nursery might feature an azalea house; another might have a shelter under which to demonstrate outdoor furniture and barbecue equipment.

"Sawdust bins displaying seasonal merchandise and a display glasshouse attract the attention of the customer as he leaves the specialty display. Certain items of demand merchandise, such as fruit trees, are located at the rear to compel customers to see the entire stock.

"In leaving the nursery, every customer runs a gamut of garden hardware and supply displays which surrounds the cashier's counter. Insofar as possible, space is compelled to serve three purposes—storage, sales display and landscape decoration.



One Way to Burlap Evergreens.

Every item of display and decoration is a stock item, and all stock is for sale."

The next article will conclude the remarks on merchandising ideas.

BOERNER VISITS EUROPE.

Eugene S. Boerner, plant research director and hybridizer for the Jackson & Perkins Co., Newark, N. Y., left August 20 to see what new developments rose growers abroad have made in the past few years. He flew via American Airlines from La Guardia field.

This is the first trip Mr. Boerner has been able to make since the beginning of the war. Throughout the war he managed to keep in touch with many of the hybridizers and rose growers in Europe and was instrumental in sending food and clothing to several of them. He expects to visit nurseries in England, Ireland, Holland, Belgium and Italy before returning.

BULB FILMS AVAILABLE.

Two new full-color 16-millimeter sound films are being made available by the Associated Bulb Growers of Holland for showings by horticultural groups, bulb dealers and others interested in flowers.

One film, entitled "They Said It with Tulips," depicts the presentation and planting of Holland bulb gifts made to the United States and Canada by a national committee as a token of appreciation for assistance received in the Netherlands during the war. Another film, "Holland Blooms Again," portrays methods of planting and culture of flowers grown from bulbs, explained by E. L. D. Seymour, horticultural editor of American Home magazine, with the aid of animated drawings.

Groups requesting the films must pay for transportation costs, but no rental fee will be charged. The films may be obtained by writing to the Associated Bulb Growers of Holland, 41 East Forty-second street, New York 17, N. Y.

BURLAPPING EVERGREENS.

Shown on this page is a convenient method used by the Weaver Nurseries & Greenhouses, Wichita, Kan., for shipping evergreens short distances. After the tree is dug with a ball in the field, it is placed in a sack, which is tied at the top of the ball. Two ears are made at the top of the sack to be used for handles, which discourage handling of the tree by the top.

Soil Fumigation with D-D

By Walter B. Balch

For many years nurserymen and florists have suffered losses due to soil-infesting insects and nematodes. In some cases there has been a complete loss of crops, in others only a partial loss. In still other cases there has been an apparently unexplained partial loss which, while costly, has not been charged to nematodes. Growers of vegetable and flower plants for resale have also suffered such losses, either through crop failures or by condemnation by state inspectors. Many methods have been tried to combat these losses, but none have been entirely satisfactory.

Among the methods tried to overcome losses has been growing of crops resistant to nematodes. This has resulted in lowered returns from a given area, as when grains or alfalfa have replaced cotton or sugar beets, radishes or lettuce have replaced tomatoes or evergreens are grown to replace fruit trees. Further, in many cases, the new crops have been found later to be susceptible to some other type of nematode, and the cure was thus ineffective. Steam sterilization has been used. It is effective but expensive and not practical on large outdoor areas. Several chemicals have been and are being used. Most of these are dangerous in one way or another to the operator and are comparatively expensive.

Since 1941 the Shell Chemical Corp. has been testing a new chemical. It has successfully controlled many species of nematodes, wireworms, the garden centipede and some other soil-living insects. It is known as D-D.

In the past five years, particularly the last three, several hundred experiments have been conducted to determine the value of D-D as a nematocide. These have been conducted in greenhouses, nurseries, orchards and vegetable ranches and by flower producers outdoors, including gladiolus and lily growers. It has been used in sandy soils, peat soils, clay soils and every imaginable mixture of such soils. It has been used in dry soils and wet soils, in plowed and unplowed soils, at soil temperatures as low as 30 and as high as 100 degrees. These tests have been conducted by Shell men and various state and U.S.D.A. research and experimental workers. As a result, there is definite information about D-D in controlling nematodes and soil-living insects. The conclusions drawn from

these tests are being applied to commercial applications, of which there are many—enough to use nearly 1,000,000 pounds each month.

The pests which D-D definitely will control, when properly used, are nematodes, the garden centipede and wireworms. There is evidence that it also will control many other soil-living insects and possibly some diseases. From some parts of the country, reports indicate that weeds are reduced in D-D treated areas. It is suggested that one try it under his own conditions and determine its value in the control of these pests.

There are certain requirements for successful D-D applications. The soil should be in planting condition; soil that is too dry or too wet limits somewhat diffusion of the material throughout the soil. Clods protect nematodes and insects from fumigation and lessen control. Soil high in organic matter seems to require slightly larger amounts of D-D for satisfactory control of pests. Soil temperatures should be not less than 40 nor over 80 degrees. Water seals or covers are not necessary.

D-D is comparatively safe to use, is effective and inexpensive. It is a dark brown liquid flowing about like water, weighs about ten pounds to the gallon (water weighs about eight pounds to the gallon) and has a distinctive but not particularly objectionable odor. When skin is ex-

posed to D-D, the material should be immediately washed off with soap and water. One should avoid inhaling its fumes, but masks are not used, even for greenhouse soil fumigations. It is toxic to plants and is used only for fumigation of bare soil two or three weeks previous to planting. One may treat one bed in a greenhouse without apparent injury to plants in other beds in the same greenhouse.

For nursery and greenhouse applications, D-D is best applied with a soil fumigation injector. For acreage applications, the Shell Chemical Corp. has developed power-drawn equipment which at present is not available except in the Pacific coast states. However, several users have developed their own applicators from blueprints secured from Shell or the United States Department of Agriculture.

THE French professional horticultural association, Union Fédérale des Associations Professionnelles Horticoles et Agricoles, is extending an invitation to American horticultural and nurserymen's association members to attend its convention to be held at Nice, France, October 3 to 8.

THE Bailey Greenhouse & Nursery, Lucerne, Minn., have been purchased by Mr. and Mrs. Loring Simpson. Mr. Simpson studied floriculture and landscape architecture at Iowa State College of Agriculture, Ames, Ia., and has had fifteen years of experience in the landscape, nursery and florists' business.

ANDY DRIVER has sold his nursery at Northfield, Minn., to Herbert George Jensen, Duluth. Mr. Driver had operated the business since 1934. Mr. Jensen, who received a medical discharge from the navy after being wounded in action off the coast of Japan, had previously been engaged in the nursery business at Hover, Wash.

AFTER attending the Texas convention, at Dallas, August 27 to 29, A. A. N. Secretary Richard P. White joined his family at Colorado Springs, Colo., for a week's vacation, before going on to state nurserymen's conventions September 10, at Salt Lake City, Utah; September 13, at Seattle, Wash.; September 17 and 18, at Portland, Ore., and September 23 to 25, at Berkeley, Cal. Mr. White will be back at his desk at Washington, D. C., on September 27.



James Wilson, president of the Central California Nurserymen's Association, applying D-D to a compost pile with a soil fumigation injector at Peters & Wilson, Millbrae.

Selling Arborists' Services

By C. L. Wachtel

An arborist may educate himself thoroughly in the various branches of knowledge for the care and planting of trees, but if he does not give considerable attention to the ways and means of bringing his knowledge and services to the attention of those who are interested in availing themselves of what he has to offer, he will not prosper. The knowledge and skill he has accumulated will not be put to its ultimate use.

In years past, a great deal of advertising and direct selling have been done which promoted interest in the work of the arborist. The early companies in this field were true pioneers. They did much by advertising and direct selling to promote and foster tree appreciation. Their intensive sales efforts were largely responsible for the development into a specialty of the work of caring for trees and resulted in arboriculture's becoming an established profession. Because of advertising and direct selling, almost everyone has become aware of the fact that trees are living, perishable things and that they need care so that their life span may be increased and their beauty enhanced. If this thought had not been inseminated so well by vigorous sales effort, the growth of this field of work certainly would not have progressed so rapidly as it has.

Most of us can recall vividly the time when the topic, "Selling Our Services," would have struck home much more deeply than it does at the present time. During the late war and even now, little sales promotion work is required to fill adequately all the time of the crews of men that we have. For those operators who have been fortunate and have been able to keep a somewhat adequate work force, it has been from the point of sales effort a very simple time to operate. It has been a time when the arborist has had to be concerned with only the one problem, that is, to satisfy the demand for service, rather than, as in the more normal times, the two problems of creating the demand and satisfying that demand for service.

I think we are all pretty much agreed that we can expect a recurrence of conditions when sales development will be even more impor-

tant than it has ever been. This condition will be due not entirely to keen competition within the field of arboriculture, but rather arboriculture in competition with a host of items and services which will bid skillfully for the tree owners' funds. Probably the proper reaction to this prospect would be a combined, unified public educational program, supported by all those engaged in arboriculture. This could be a powerful method of furthering public interest, generally, for the need for that which the arborist can supply. This done appropriately could serve the purpose of, or even replace entirely, certain sales efforts on the part of arborists as individuals, which have been criticized as being too commercial.

This suggests the question as to just what form the individual arborist should follow regarding his efforts to attract work for his organization. We recognize the fact that there is a difference of opinion about this. Some operators engage in methods which might be considered to tend toward solid commercialism, while others establish themselves in varying degrees more toward the professional status. The type that any arborist organization follows is dictated by the ambition of those furthering the organization. If the ambition is to do large volumes, to employ many men over large territories, it, by nature, will tend to become more commercial, requiring more aggressive sales effort to keep crews well supplied with work orders. If the ambition is not to expand vastly, that organization can tend more toward the professional. In each case, considering the nature of arboricultural work, it is important to retain the personal appeal. This is possible in both types of organizations, but more easily accomplished in the latter one mentioned.

It seems to me that in time, as arboriculture sheds its swaddling clothes and has more of the age and background of other professions, it, too, will confine itself to its chemically scented office and in dignity will wait for invitations to come and be of service. For the present, however, this infant of which we speak still has much of that aggressiveness in its blood stream which no doubt it has inherited from its pioneers, who, as we have said earlier, did much to promote and foster public

interest in tree care by their great efforts in sales promotion. The success of any enterprise, be it arboriculture or otherwise, is largely due to some form of promotion, and constant promotion, if it is to continue to succeed. This promotion may take the form of large-scale publication advertising for concerns that operate over large areas. For the smaller operators, a direct-mail program has proved to be successful. An attractive folder embodying a brief interesting text on the subject of trees, if sent out to a select list of prospects and clients, will promote interest and sales action. When sent to old clients, these folders become friendly messengers, and they serve to keep the arborist's name constantly close at hand and in the mind of the client and prospective client, for current and future work to be done.

In a simple sense, but basically the most to be desired, is the effort on the part of an individual operator to provide a service that will be so satisfactory that a former client's expression of his satisfaction to his friends and neighbors will produce the best sales effort possible.

I think most of us have at some time given some attention to the study of salesmanship and are aware of the various steps which should progress and finally consummate in a sales transaction, such as gaining the prospect's attention, sustaining that attention and developing it into interest, ripening that interest into desire and, lastly, removing all doubts from the prospect's mind. His confidence must be gained, and there must be implanted a resolution to avail himself of what you have to offer. These principles might be considered elementary and applicable mainly to the personal interview. This is true to a certain extent. However, they constitute a good plan for sales efforts, and they can also be interpreted in a much broader sense. We cannot take the time to consider these principles in their entirety, but let us take at least the first one, "gaining the prospect's attention." In the personal interview, a build-up concerning the state of the weather, the client's new automobile, the stock market, etc., might be considered good procedure to gain attention. However, it is better to get to the point more directly and have some specific thing to focus the attention

[Continued on page 18.]

Talk given by C. L. Wachtel, Wachtel Tree Science & Service Co., Wauwatosa, Wis., before the Midwestern Shade Tree Conference, Chicago.

Troubles with Strawberry Plants

By M. B. Cummings

The strawberry plant is subject to attacks by many diseases and insect pests. Its long period of cultivation, its extensive plantings, its migration by seeds and sale of runners, and its transplantings have been so completely commercialized that all combined have served to build a number of pests which need to be watched and attended to, so that losses may be brought down to a minimum and good reputation maintained. This article describes some of the major troubles, such as diseases and insects, that often face the strawberry grower, whether a nurseryman, an amateur or a commercial producer. Some are new; all are important. Poor runner formation is also explained.

Serious Diseases.

Red stele, or red stem and rot, as it is sometimes called, is a fungous disease new to this country and not easily recognized the first time. New leaves of sick plants are small and slightly bluish and have short leaf stems. Affected plants wilt and die before fruiting. Large, live roots have red centers; the fibrous roots die. This fungus thrives in poorly drained soil. Diseased plants should be dug and burned, and it is better not to replant soon on the same spot or in the same general area. Aberdeen, Sparkle, Temple and Pathfinder, mid-summer quality varieties, seem to be resistant to red stele. No sprays are effective; eradication of affected plants is the only control known. Red stele is widely spread, but so far is not extensively injurious and need not be, except for carelessness in incipient cases. It is common only on wet ground, which is a source of disease in any case. In contrast to winter injury on the roots, a cross section shows white with bright red core, whereas winter-injured roots are brown or black on the outside with a white core. Red stele disease does not affect the center of the crown. Look for it before it becomes bad. The fungus of red stele may live over in the soil for several years, and there is danger of its recurrence if the land is soon used again.

Leaf spot is the oldest and best known fungous disease of strawberry leaves. It is easily recognized and can be easily controlled, but it is usually neglected. It is a spot disease of virulence in wet seasons. The spots vary in color from brown to red with a purplish border; they are from one-fourth to one-half inch in diameter

and nearly round. They come in midsummer and spread from old leaves to new ones under conditions of much moisture. The fungus is controllable with the usual strength of Bordeaux mixture, which should be applied as soon as growth starts in the spring and should be repeated, if again needed, within ten days. Cut off, when practical to do so, all affected older leaves, especially at the end of the season, and burn them. Mowing and raking on large areas will collect much of the disease, and a hot fire destroys the fungus. Leaf spot is seldom troublesome in dry seasons, but it thrives in wet weather. It is well to watch the weather and expect leaf spot during a rainy summer. Affected plants should not be sold or transplanted unless thinned of spotted leaves.

Berry rot is a fungous disease that is fairly common on wet ground or during wet seasons. It occurs in the field and develops quickly on picked berries, if infected. Affected plants vary in color, being grayish or white, or often merely pale in color, and

soft in texture. Rot develops fast in moist, warm rooms. Spraying the plant with Bordeaux will be of some help. The disease is less troublesome if plants are spaced six or eight inches apart and the soil is well mulched to keep the fruits off the ground. Use balanced fertilizer rather than merely nitrate or manures.

Black mold causes a black webby growth on the berries and, as a result, the fruit becomes leaky. One should pick the berries only when they are dry; wet fruit molds rapidly. Handle the berries carefully with clean hands and keep the fruit cool until eaten. These are the means of lessening the loss of harvested fruit.

Strawberry plants grown on light sandy soil are subject to lice, or aphids, that live on the roots causing unhealthy-looking plants with yellow patches on the leaves. Drenching the soil with Black Leaf 40 will kill the creatures.

In some places flea beetles are quite numerous. They are small green, coppery or blue beetles about one-six-

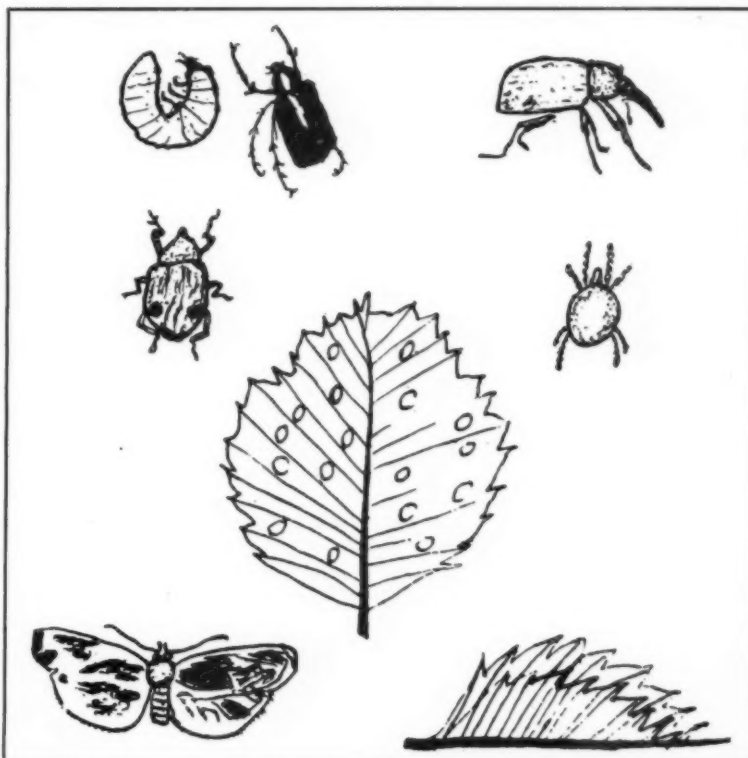


Diagram of strawberry pests: Upper left, white grub and its beetle, and below it the root weevil; upper right, leaf weevil, and below it the red mite; center, leaf spot disease with white centers and purple edges of spots; below at left, moth of crown borer, and at right below, work of the leaf roller.

teenth inch long. They eat holes in the leaves in early summer or mid-summer and may cause much trouble when they become abundant. The control is the same as for weevil, but no spray should be used when the fruits are ripening, although it is safe enough before blossoming and after picking.

In case mottled leaves or those with numerous streaks in them appear, the plant has been affected with what some people refer to as "leaf variegation," but which is correctly called June yellows. It is most common on Blakemore and Premier (Howard 17). For this malady there is no known cure. One should not use runners from affected mother plants, as they also will become variegated. Certified stock is safe to use, a requirement that should not be overlooked in purchasing plants.

Yellows and crinkle are two rather new virus diseases which cause yellowing and crinkling and twisting of the leaves and green and yellow mottling on the foliage. The plants seldom die, but the drop of berries is much reduced because of the reduction of vigor. There is no known cure or prevention; consequently, affected plants should be removed from the plantings. All runners produced from affected mother plants are likely to have the disease and should not be used or sold, as the disease extends to the offshoots. The varieties Shasta, Lassen and Sierra show varying degrees of resistance; so we may soon have varieties that are immune to these virus diseases.

Major Insects.

White grubs are worms of the 10-lined June beetles and are white, curved and one inch or more long. White grubs feed on the strawberry plant roots for two summers and kill the plants by devouring the roots. Affected plants are likely to be scattered irregularly throughout the patch; wilted plants are doomed. Injury is most abundant when sod land or raspberry patches are used for strawberries without an intervening crop. To clean an area of grubs, pasture it with hogs or poultry for a time before planting. It is well to practice short rotation with crops such as grains and vegetables. It is urgent to dig out the grubs where this is practical, as it is on small areas.

Preliminary trials in Vermont indicate that arsenate of lead, one teaspoonful to a gallon of water, poured into a 4-inch bar hole near the stem, will drench the soil and coat the strawberry roots and thus poison the grubs without harm to the plants.

Dry arsenate of lead worked into the soil may be equally effective if it is distributed so that the grubs will get it. In New York state and at Cornell University it has been found that lead arsenate diluted with sand, one part to twenty, and placed in the soil hole near the plants at the same time of setting or later, is destructive to grubs as they ingest the poison, thus limiting the damage to strawberry roots. In this way a small plantation can be protected and saved, but it is better to avoid infested land by preliminary inspection for grubs.

A recent discovery that DDT will kill the grub of the Japanese beetle in the soil makes it quite certain that it will also kill a similar worm, the soil grub of strawberry plants. This insecticide should be worked into the land at the rate of five pounds of a ten per cent DDT to 1,000 square feet of surface, where grubs work. This is effective within a week. If infection is serious, one may broadcast lime, sulphur or arsenate of lead, one pound to a square rod, and cultivate it into the soil. It is urgent to dig out grubs, when practicable to do so, at the first sign of wilting. One should not plant strawberries on new sod land, as it is likely to be infested.

The worms of crown borers eat at the crown of the plant, stunting the growth or killing the plants. One should exterminate the affected plants if they are not too numerous; if serious all over the field, plow under the plants and use the land for other crops. Dried apple pomace or dried chopped apples coated with arsenate of lead, distributed near infested plants and close to other ones, will poison the crown borer. Application to be effective in protecting the plants should be made before much harm has been done.

The name leaf roller characterizes the work of the insect; it rolls the edges of the leaves together by folding them. The edges are held together by cocoon threads which enclose the worm that does the rolling. The adult is a beautiful moth, which is nearly one-half inch across and reddish-brown in color with irregular markings of black and white on the wings. Larvae or pupae, the latter in cocoons, pass the winter between the folded leaves. Moths appear at the start of the growing season, and after mating, the mother lays her eggs on the underside of strawberry leaves. The young worms damage the midrib of the leaves and roll the sides together. A second generation sometimes appears by late

Wholesale Price List

Fall 1946

Spring 1947

We are offering the following liners for Fall and Spring shipment. All stock is offered subject to prior sale and subject to any damage caused by weather or any other cause between date of order and shipping date. All orders are shipped at the risk and cost of the purchaser.

All potted liners are shipped by Railway Express with the ball of ground wrapped in paper and packed in crates. For long-distance shipping where express charges are too high we will remove the ground and ship packed with moss if desired.

All orders must be accompanied by cash or a 25 per cent deposit, with the remainder prior to shipping, or the balance will be shipped C.O.D. All prepaid orders will be packed free of charge. Our free packing is your discount. Beetle certified.

	Per 100
Juniper Andorra Compacta—1 yr., 6 to 8 ins., 2½-in. pots.....	\$20.00
Juniper Depressa Aurea—1 yr., 6 to 8 ins., 2½-in. pots.....	20.00
Juniper Prostrata—1 yr., 6 to 8 ins., 2½-in. pots.....	20.00
Juniper Pfitzer—1 yr., 6 to 8 ins., 2½-in. pots.....	25.00
Juniper Glaucus Hetzi—1 yr., 4 to 8 ins., 2½-in. pots.....	25.00
Juniper Irish Fastigiata—1 yr., 6 to 8 ins., 2½-in. pots.....	20.00
Taxus Capitata—1 yr., 4 to 6 ins., 2-in. pots.....	25.00
Taxus Capitata—1 yr., 6 to 8 ins., 2½-in. pots.....	35.00
Taxus Hatfieldi—1 yr., 6 to 8 ins., 2½-in. pots.....	25.00
Taxus Hatfieldi No. 24—1 yr., 4 to 8 ins., 2½-in. pots.....	25.00
Taxus Browni—1 yr., 4 to 8 ins., 2½-in. pots.....	25.00
Taxus Moon's—1 yr., 4 to 8 ins., 2½-in. pots.....	25.00
Taxus Cuspidata—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Taxus Hicksi—1 yr., 6 to 8 ins., 2½-in. pots.....	20.00
Taxus Andersoni—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Thuja Woodwardi—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Thuja Pyramidalis—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Thuja Rheingold—1 yr., 3 to 6 ins., 2½-in. pots.....	25.00
Thuja Siberian—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Thuja Douglas Golden—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Ilex Rotundifolia—1 yr., 4 to 8 ins., 2½-in. pots.....	20.00
Juniper Andorra Compacta—2 yr., 4 to 8 ins., 2½-in. pots.....	30.00
Juniper Depressa Aurea—2 yr., 6 to 8 ins., 2½-in. pots.....	35.00
Juniper Irish Fastigiata—2 yr., 6 to 8 ins., 2½-in. pots.....	25.00
Taxus Andersoni—2 yr., 6 to 8 ins., 2½-in. pots.....	30.00
Taxus Cuspidata—2 yr., 6 to 8 ins., 2½-in. pots.....	30.00
Taxus Intermedia—2 yr., 6 to 8 ins., 2½-in. pots.....	35.00
Taxus Thayeri—2 yr., 6 to 12 ins., 2½-in. pots.....	30.00
Thuja Rheingold—2 yr., 4 to 8 ins., 2½-in. pots.....	35.00
Ilex Rotundifolia—2 yr., 6 to 12 ins., 2½-in. pots.....	35.00
Azalea Mollis (bushy)—2 yr., 3 to 8 ins., 3-in. pots.....	25.00
Rhododendron hybrids, edgcs.—2 yr., 2 to 4 ins., 2½-in. pots.....	25.00

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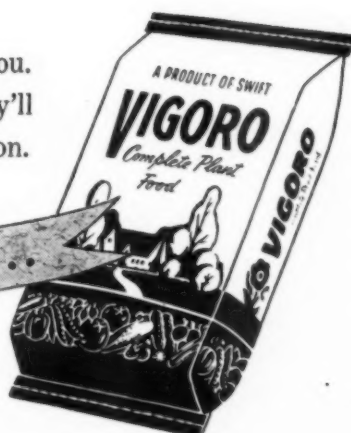
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STREAMLINER

The New Everbearing Strawberry

We have grown Streamliner for three years and find it much better than any other Everbearer we have ever grown. We recommend that you take advantage of the publicity which will be given Streamliner during the coming season by listing it in your catalog and advertising. All leading growers who have thoroughly tested Streamliner state without fear of contradiction that it is the best of all the Everbearers. Streamliner has real strawberry flavor, is rich red color throughout, is excellent for eating fresh and is recommended for canning or freezing. Its spring crop compares favorably to that produced by today's leading standard varieties. Very productive. Streamliner makes a good fruiting bed.

If you are interested in large numbers of Strawberry plants, or in our pack-out service (whereby shipments are made direct to your customers under your tags), write for details. We have facilities to take care of your Strawberry plant business. Let us figure with you on your particular requirements.

STANDARD VARIETIES	Per 25	Per 100	Per 250	Per 1000
Blakemore, Dunlap, Missionary.....	\$0.35	\$1.15	\$2.00	\$7.00
Ambrosia Late, Big Joe, Gandy, Klondike, Massey, Maytime, Parsons Beauty, Robinson, Suwannee, Southland, Temple .....	.40	1.25	2.25	8.00
Catskill, Chesapeake, Dorsett, Fairfax, Fairpeake, Midland, Premier, Redstar, Starbright .....	.45	1.40	2.50	9.00

EVERBEARING VARIETIES	Per 25	Per 100	Per 250	Per 1000
Gem, Gemzeta, Mastodon, Progressive, Evermore (Minn. 1166).....	\$0.70	\$2.25	\$4.50	\$16.00
New Streamliner	1.00	3.25	7.00	25.00

No extra charge is made for the package or packing on Strawberry plant orders. Prices quoted are for delivery as wanted during the coming shipping season, starting November 1, 1946, and ending June 1, 1947, and apply as follows:

- 25 to 75 plants of one variety at the 25 rate.
- 100 to 225 plants of one variety at the 100 rate.
- 250 to 475 plants of one variety at the 250 rate.
- 500 plants or more of one variety at the 1000 rate.

All quotations are F.O.B. Selbyville, subject to stock being unsold upon receipt of order.

Write for a copy of our wholesale list, offering a general line of fruit plants, garden roots, also evergreen and deciduous stock. Please use your printed stationery, showing you are entitled to wholesale rates, when requesting trade prices.

BUNTINGS' NURSERIES, INC.
Box 3 **Selbyville, Delaware**

ripening time. The leaf roller passes the winter on wild and cultivated blackberry bushes, and the first brood of the three that may occur feed on blackberry and raspberry foliage. Control is effected by dusting or spraying the leaves with arsenate of lead before they roll for the first generation and again, if needed, after harvest for the second brood.

Strawberry root weevils are small beetles with crooked snouts that form grubs which feed on the roots, causing poor growth or death of plants. Most of the injury comes in early spring. One may use poison bait made of five pounds of bran, one pint of molasses, four ounces of calcium arsenate and two quarts of water. Mix thoroughly and apply near the plants, but not on or touching the leaves.

The little snout beetles, called leaf weevils, which are a small portion of an inch in size, eat and cut off the blossom stem so that the bud drops and no fruit can set on the

severed buds. If detected before much harm is done, dusting with arsenate of lead added to lime will give fair control. Burning the wooded side of the strawberry patch in early spring helps to kill the weevils that live there during the winter.

Pale yellow and reddish blotches on the leaves indicate the presence of red spiders. They are generally unseen because so small; they are reddish in color. Red spiders feed on the underside of leaves, causing them to curl and discolor and become covered with delicate threads. A magnifying glass will show the webs and the minute spiders. Sometimes they attack the stems and the berries. The usual treatment of drenching the plants is ineffective unless a spray of fine sulphur is also applied as far as possible to the underside of the leaves where the creatures are located. If one is spraying for leaf spot with Bordeaux, he may add nicotine sulphate (Black Leaf 40) and direct the spray to the lower surface of the leaves. Pyrox may be an equally

effective spray. Azobenzene, a new insecticide, is effective. Humid weather favors red spiders.

It is a common complaint that some plants do not form enough runners. This is sometimes only an eccentricity of the variety; often it is caused by the fertilizer or lack of it, or to its time of application in relation to other plant functions, such as blossoming and fruiting. Recent trials have shown that the two critical periods for best effect of fertilizer on the runner formation are just after harvest, to encourage production of new plants, and just prior to blossoming, to encourage plant growth and full development of the whole plant. Runner formation may be looked upon as an excess function and beyond the more immediate needs of the plant. Hence the need for timely fertilization. Culls are caused by drought, cold or wet weather, and imperfect fertilization of the flower. Good foliage is a forerunner of good yields and runner formation.

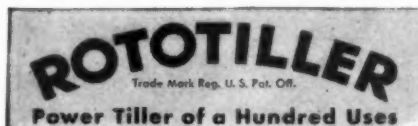


More and Bigger Berries

NEXT SUMMER!

In one operation this man is preparing in 3 ways to produce more and bigger berries next summer. 1—He is completely eradicating quack grass and weeds before they bear seed. 2—He is shredding and mixing them back into the soil as green manure. This soil will till better and hold more moisture. 3—He is storing up plant food for the

berry bushes. The more abundant plant food and moisture will result in more and bigger berries next season. Only this rotary tillage machine can do this job so well and in one operation. Due to volume production it is priced surprisingly low. Ask your Frazer Farm Equipment dealer about attachments and the many additional uses.



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Farm Equipment Division • Willow Run, Michigan

SELLING OUR SERVICES.

[Continued from page 12.]

on, such as, "Good morning, Mr. Smith, I want to talk to you about the weak fork in that fine elm tree." Or, after previous arrangement, "Good Morning, Mr. Smith. Your neighbor, Mr. Jones, has suggested that I see you about your trees." The natural reaction to such an approach is generally, "Well, what about my trees?" and of course the interview is off to a good start.

In a broader sense, the attention of a prospect is gained by the favorable or unfavorable impression given by work crews. An efficient, neat-appearing, well equipped crew, manning equipment that is shipshape, is one of the best selling forces one can have. The crews are usually in the vicinity of other prospects, and they invite inquiry. The crew can be the source of much new work if the foreman is properly trained to take advantage of the sales opportunities. The foreman of a fine crew has much to be proud of. He can be a keyman in the organization, a veritable sales force, besides being a leader of the workmen on the job. It is the foreman who has the most contact with the client, and he is in a position to advocate additional work and further develop the operation after the initial assignment has been completed. A word of caution should be injected here. A foreman must be careful not to oversell a job. Overselling, or causing the client to buy more services at one particular time than he might wish to, or expect to, pay for at one time, can be very damaging and can cause the loss of much future work. The proper appearance and attitude of work crews cannot be overemphasized. Every workman should be selected carefully for his good character and must be thoroughly interested in his work. A workman by his improper attitude on the job, let us say by laggardliness or unwarranted statements to the client or to his hired help, can create a bad impression of the entire organization and can undo years of sales promotion work.

If we are interested in getting the most out of our sales efforts, absolute attention must be given to thorough supervision, so that the service which has been sold is properly carried out. It certainly is shortsightedness to try to "put anything over" on a client. Since the client often lacks knowledge concerning trees and their care, it may seem like an easy thing to do. Require your foreman and all others in your organization to deal only in facts, and do not allow them to fool the client. Eliminate those

men from your organization who pad time or who do not carry out completely all the details of the work assigned to them.

Good sales promotion, the kind that results in repeated calls for service, requires that the tree owner be

WANT LIST LINING-OUT STOCK

We are in the market for all or any part of the following list of lining-out stock consisting of conifer and broadleaf Evergreens and Deciduous Shrubs and Trees. Will be glad to have your best cash quotation on any items you can furnish. All stock must be good, first-class quality, properly dug, handled, and packed to reach us in good prime condition. We will want fall shipment on most of these items if we have favorable weather for fall planting. Orders will be placed promptly on receipt of quotation. We want stock large enough for field planting, preferably 9 to 12 inches, but please quote on grades available.

2000 Black Hills Spruce	2000 Cedrus Deodara
2000 White Spruce	2000 Chamacyparis Lawsoniana,
3000 Balsam Fir	Allum Blue
3000 Douglas Fir	2000 Chamacyparis, Lawson Cypress,
3000 Concolor Fir	Green
3000 Norway Spruce	5000 Juniper Excelsa Stricta
5000 Juniper Fitzeriana	2000 Juniper Sargentii Blue
3000 Juniper Glauca Hetzi	2000 Juniper Keteleeri
2000 Juniper Sabina	2000 Juniper Columnaris Blue
5000 Arborvitae Globosa	2000 Juniper Sabina Vonehron
5000 Arborvitae Pyramidalis	2000 Juniper Swedish
2000 Arborvitae, Dark Green American	2500 Juniper Virg. Burkl Grafts
3000 Biota Aurea Nana	2500 J. Virg. Canaertii Grafts
3000 Biota Compacta	2500 J. Virg. Dundee Grafts
3000 Biota Excelsa	2500 J. Virg. Glauca Grafts
3000 Biota Bakeri	2500 J. Virg. Kelsey Grafts
3000 Biota Bonita	2500 J. Virg. Sabina Grafts
2000 Mugho Pine, True type	2000 Taxus Canadensis
2000 Austrian Pine	2000 Taxus Canadensis
2000 Sylvestris, Scotch Pine	

BROADLEAF EVERGREENS

Preferably 9 to 12-in. grade, suitable for field planting.

1000 Berberis Julianae	1000 Ilex Cornuta Burfordi
1000 Berberis Sargent	1000 Ilex Glabra
1000 Elaeagnus Fruitlandi	1000 Ilex Vomitoria, Yaupon Holly
1000 Ilex Cassine Angustifolia	Femina
1000 Ilex Crenata	1000 Ligustrum Lucidum
1000 Ilex Crenata Rotundifolia	2000 Magnolia Grandiflora
2000 Nandina Domestica	1000 Magnolia Glauca
3000 Mahonia Aquifolia	

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2000 Common Snowball	3000 Common White Lilac
2000 Hydrangea, A. G.	1000 Philadelphus Banniere
3000 Hydrangea, P. G., True Type	1000 Philadelphus Bouquet Blanc
1000 Buddleia, Butterfly Bush	1000 Philadelphus Lemoine
(1000 each of kind not patented)	1000 Physocarpus Opulifolius,
5000 Red-leaf Barberry Atrop.	Luteus Aureus
1000 Cornus Sibirica, Red Twig	1000 Potentilla Fruticosa
1000 Cornus Flavrimesa, Yellow Twig	5000 Spiraea Anthony Waterer
1000 Golden Elder	(Cutting or Division-grown)
1000 Forsythia Suspensa	1000 Honeysuckle Gold Flame
1000 Kolkwitzia Amabilis	1000 Honeysuckle Heckrotti
3000 Common Purple Lilac	

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MULTIPLE APPLE

	Per 10	Per 100
5-In-One, 11/16 inch and up.....	\$15.00	\$125.00
5-In-One, 9-11/16 inch	12.50	100.00
5-In-One, 7-9/16 inch	10.00	90.00
4-In-One, 11/16 inch and up.....	12.50	100.00
4-In-One, 9-11/16 inch	10.00	90.00
4-In-One, 7-9/16 inch	8.50	75.00
3-In-One, 11/16 inch and up.....	10.00	90.00
3-In-One, 9-11/16 inch	8.50	75.00
3-In-One, 7-9/16 inch	7.00	60.00

Varities budded: Anoka, Grimes Golden, Jonathan, Red and Yellow Delicious, and Stayman Winesap.

APPLE, 2-yr., well br. assorted varieties

	Per 10	Per 100	Per 1000
7-9/16 inch, 3 ft. and up.....	\$4.00	\$35.00	\$300.00
9-11/16 inch, 4 ft. and up.....	5.00	45.00	400.00
11/16 inch and up, 4 1/2 ft. and up.....	6.50	60.00	550.00

Varities: 1240 Anoka, 980 Grimes Golden, 12,000 Delicious Double Red, 4300 Delicious Yellow, 770 Red Jonathan, 4280 Common Red Winesap, 1690 Double Red Stayman Winesap, 630 Turley and 880 York Imperial.

APPLE WHIPS 1-yr. Grafts

	Per 10	Per 100	Per 1000
18 to 24 inch.....	\$2.00	\$17.50	\$150.00
2 to 3 feet.....	2.50	22.50	200.00
3 to 4 feet.....	3.00	27.50	250.00
4 to 5 feet.....	3.50	32.50	300.00

Varities: Anoka, Delicious, Double Red, Delicious Yellow, Duchess, Grimes Golden, Jonathan, Red June, Stayman Winesap, Yellow Transparent and Yates.

PEACH ASSORTED—2-YEAR JUNE BUDS

Nice, clean, well-balanced trees

	Per 10	Per 100	Per 1000
7-9/16 inch, 3 feet and up.....	\$5.00	\$45.00	\$400.00
9-11/16 inch, 4 feet and up.....	6.50	60.00	550.00
11/16 inch and up, 4* feet and up.....	8.00	75.00	700.00

Varities: 5900 Belle of Georgia, 1400 Brackett, 780 Elberta Regular, 9600 Hale Haven, 2600 Red Haven, 440 Indian Cling, 1250 Red Nectarine, 1640 Red Bird, 3350 Rochester and 3750 South Haven.

JUNE BUD PEACH

	Per 10	Per 100	Per 1000
6 to 12 inch.....	\$.90	\$ 8.00	\$ 70.00
12 to 18 inch.....	2.00	15.00	125.00
18 to 24 inch.....	2.25	20.00	180.00
24 to 30 inch, 5-7/16 inch.....	3.00	27.50	250.00
24 to 30 inch, 7-9/16 inch.....	3.75	35.00	325.00
30 to 36 inch, 5-7/16 inch.....	4.00	37.50	350.00
30 to 36 inch, 7-9/16 inch.....	4.50	40.00	380.00

Varities: Belle of Georgia, Champion, Carmen, Elberta, Sullivan, Early Elberta, Early Hiley, Regular Hiley, Golden Jubilee, J. H. Hale, Hale Haven, Red Haven, South Haven, Indian Cling, Polly, Red Bird, Rochester and Shippers Late Red.

APRICOT and PLUM ASSORTED JUNE BUD

	Per 10	Per 100
12 to 18 inch.....	\$2.50	\$20.00
18 to 24 inch.....	3.50	30.00
2 to 3 feet.....	4.50	40.00
3 to 4 feet.....	6.50	60.00
4 to 5 feet.....	8.50	80.00

Varities: Apricot, Improved Cluster, Moorpark, Superb, Early Golden, Un-named.

Varities: Plum, Burbank, Red June, Abundance, Bruce and Kelsey.

WILL QUOTE PRICES ON LARGE QUANTITIES OF ANY OF THE FRUIT TREES IN THIS LIST. COMPLETE WHOLESALE TRADE LIST FOR FALL WILL BE MAILED IN SEPTEMBER. SEND WANT LIST FOR QUOTATIONS.

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McMinnville, Tenn.

given a square deal. Your organization may take advantage of a client's purse once, or possibly a few times, but eventually that kind of action will boomerang to your disfavor. Most lines of work have their parasites, better known as gyp artists. The field of arboriculture presents much opportunity for the unscrupulous operator. Every spring season brings out its bucket brigade of sprayers with their unwarranted scare appeals. The many phone calls to established arborists requesting opinions on these scare appeals is a favorable sign of the times. Probably a step ahead in better selling and better service would be a concerted effort on the part of individuals and arborists' organizations to protect tree owners from unscrupulous operators by seeing to it that existing laws for this purpose are enforced. As the labor market becomes swelled again, we can expect a recurrence of gypers. A gyper who is shrewd in his ability will easily sell a bogus bill of tree surgery which the arborist in good faith would consider unethical to do. A public educated in proper arboricultural practices is less likely to fall prey to this type of fraud.

In closing, I wish to quote some points from "Business Ethics of Shade Tree Work" suggested by Norman Armstrong at a shade tree conference in 1939. The points are stated so well that I believe they should have a definite part in every arborist's policy or code for the selling of his services.

"In every position in business life, in every responsibility that comes before me, my chief thought shall be to fill that responsibility and discharge that duty so that when I have ended each of them I have filled the level of human ideals and achievements a little higher than I found it.

"In view of this, it is my duty as an arborist:

"To improve myself, increase my efficiency and enlarge my service and, by so doing, attest my faith in the fundamental principle that he profits most who serves best.

"To realize that I am a businessman, and ambitious to succeed, but that I am first an ethical man, and wish no success that is not founded on the highest justice and morality.

"To hold that the exchange of my goods, my service and my ideas for profit is legitimate and ethical, provided that all parties to the exchange are benefited thereby.

"To be cordially ready to exchange information and experience with fellow arborists.

"To not solicit the clients of an-



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other arborist from the date on which he secures an order until the work covered by such order is completed and, when soliciting business and finding another arborist regularly employed by the prospective client, to confine my comments to the services of my organization and refrain from criticizing the work or practices of others.

"To not offer payment directly or indirectly to architects, landscape architects, gardeners or any other employees of clients or prospective clients.

"To never reduce the charges be-

low the customary level as a basis for soliciting work in competition.

"The substance of this code is faith in the golden rule, and belief that a well established reputation for doing excellent work in an efficient manner is an arborist's best salesman."

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	Per 100	Per 1000		Per 100	Per 1000
19,900 <i>Abies balsamea</i> , 2-yr., S., 1½ to 3 ins.	\$ 3.50	\$ 25.00	30,000 <i>Pseudotsuga douglasii</i> , 2-yr., S., 2 to 4 ins.	\$ 5.00	\$ 40.00
1100 4-yr., T., 4 to 8 ins.	15.00	120.00	8600 2-yr., S., 3 to 6 ins.	6.00	50.00
3500 TT., 8 to 12 ins.	25.00	200.00	2200 4-yr., T., 3 to 5 ins.	15.00	120.00
360 <i>Abies concolor</i> , 3-yr., T., 3 to 6 ins.	15.00	120.00	500 <i>Sorbus aucuparia</i> , 2-yr., T.	15.00	120.00
1050 4-yr., T., 4 to 8 ins.	20.00	180.00	5000 1-yr., S.	6.00	50.00
1200 TT., 8 to 12 ins.	40.00	350.00	500 <i>Taxus baccata repandens</i> , 1-yr., T.	20.00	180.00
3500 <i>Abies fraseri</i> , TT., 8 to 12 ins.	30.00	250.00	1500 <i>Taxus canadensis stricta</i> , T., 6 to 10 ins.	35.00	300.00
1900 TT., 10 to 12 ins.	35.00	300.00	5000 <i>Taxus cuspidata</i> , 1-yr., T.	20.00	180.00
3500 <i>Acer palm. atrop.</i> , from seed.	30.00	250.00	25,000 2-yr., T.	30.00	250.00
2000 <i>Ampelopsis velutina</i> , 1-yr., S.	6.00	50.00	10,000 3-yr., T.	35.00	300.00
5000 <i>Berberis thunbergii</i> (row run), 1-yr., S.	5.00	45.00	3000 5-yr., TT., 8 to 10 ins.	50.00	450.00
5000 2-yr., S., 6 to 9 ins.	6.00	50.00	6000 <i>Taxus cusp. brevifolia</i> , 3-yr., T., 6 to 10 ins.	35.00	300.00
5000 2-yr., S., 9 to 12 ins.	8.00	65.00	1000 <i>Taxus cusp. brevifolia</i> , 2-yr., T.	35.00	300.00
20,000 <i>Thunbergii atropurpurea</i> (row run), 1-yr., S.	6.00	50.00	5000 1-yr., T.	25.00	240.00
2000 <i>Biota aurea nana</i> , pot grafts.	35.00	300.00	2000 <i>Taxus cusp. brownii</i> , 1-yr., T.	30.00	250.00
10,000 <i>orientalis</i> (understock), 2-yr., S.	12.00	100.00	2000 2-yr., T.	35.00	300.00
2000 <i>Chamaecyparis plumosa</i> , 1-yr., T.	15.00	140.00	2600 TT., 8 to 12 ins.	45.00	400.00
500 2-yr., T.	20.00	200.00	7000 <i>Taxus cusp. capitata</i> (from tip cuttings), T., 6 to 12 ins.	35.00	300.00
2000 3-yr., T., 8 to 12 ins.	25.00	225.00	6875 (from seed), 5-yr., T., 8 to 12 ins.	65.00	600.00
1000 <i>Cham. plumosa aurea</i> , 1-yr., T.	15.00	140.00	1000 <i>Taxus internedia</i> (spreading), 2-yr., T.	30.00	250.00
2000 <i>Cham. plumosa aurea</i> , 1-yr., T.	15.00	140.00	1000 3-yr., T.	35.00	300.00
3800 2-yr., T.	30.00	250.00	5000 <i>Taxus media</i> (Upright), 1-yr., T.	30.00	250.00
1800 TT., 8 to 10 ins.	30.00	250.00	3000 2-yr., T.	40.00	350.00
1000 TT., 8 to 12 ins.	35.00	300.00	4000 <i>Taxus media</i> , Halloran strain, 1-yr., T.	30.00	250.00
500 <i>Cham. plicifera aurea</i> , 1-yr., T.	15.00	140.00	2000 2-yr., T.	45.00	400.00
500 2-yr., T.	20.00	200.00	3000 <i>Taxus media hutfieldi</i> , 1-yr., T.	30.00	250.00
500 TT., 12 to 15 ins.	35.00	300.00	5000 3-yr., T., 6 to 10 ins.	35.00	300.00
1000 <i>Cham. p. squarrosa velutina</i> , 1 yr., T.	15.00	140.00	1800 TT., 8 to 12 ins.	50.00	450.00
10,000 <i>Daphne cneorum</i> (rooted cuttings) bare root.	10.00	90.00	5000 3-yr., T., 8 to 12 ins.	45.00	400.00
250 <i>Daphne mezereum</i> , TT., 10 to 14 ins.	40.00	400.00	5000 <i>Taxus media hicksii</i> , 1-yr., T.	25.00	200.00
375 <i>Juniperus com.</i> (Oldfield), 3-yr., T.	15.00	150.00	6000 2-yr., T., 6 to 12 ins.	35.00	300.00
5000 <i>Juniperus excelsa stricta</i> , 1 yr., T.	18.00	150.00	1000 3-yr., T., 8 to 12 ins.	45.00	400.00
2500 <i>Juniperus excelsa stricta</i> , 2-yr., T.	30.00	250.00	1500 4-yr., TT., 8 to 12 ins.	50.00	450.00
1000 <i>Juniperus hibernica</i> , 1-yr., T.	15.00	140.00	2000 <i>Taxus, Moon's columnaris</i> , 2½-in. pots.	30.00	250.00
1000 2-yr., T.	25.00	240.00	2000 1-yr., T.	35.00	300.00
500 3-yr., T., 8 to 12 ins.	30.00	250.00	500 <i>Thuja douglasii pyramidalis</i> , 1-yr., T.	20.00	180.00
500 <i>Juniperus japonica</i> , T., 6 to 10 ins.	30.00	240.00	1000 <i>Thuja occ. boothii</i> , 1-yr., T.	20.00	180.00
500 <i>Juniperus squamata meyeri</i> , 1-yr., T.	25.00	200.00	1500 2-yr., T.	30.00	250.00
5000 <i>Juniperus pfitzeriana</i> , 1 yr., T.	18.00	150.00	2000 <i>Thuja occ. compacta</i> , 1-yr., T.	15.00	140.00
1500 2½-in. pots	20.00	180.00	1500 <i>Thuja occ. elegantissima</i> , 2-yr., T.	30.00	250.00
3000 2-yr., T.	30.00	250.00	1000 TT., 8 to 12 ins.	35.00	300.00
500 <i>Juniperus pfitz. Kallay comp.</i> , 2-yr., T.	30.00	250.00	500 <i>Thuja occ. hoveyi</i> , 1-yr., T.	15.00	140.00
275 <i>Juniperus virginiana</i> , 3-yr., T.	15.00	150.00	750 TT., 8 to 12 ins.	35.00	300.00
1500 pot grafts (state variety desired)	50.00	500.00	5000 <i>Thuja occ. nigra</i> , 1-yr., T.	15.00	150.00
500 <i>Lonicera halliana</i> , 1-yr., T.	10.00	100.00	4000 2-yr., T.	30.00	250.00
200 <i>heckeri</i> , 1-yr., T.	15.00	150.00	2000 <i>Thuja occ. pyramidalis</i> , pot grafts.	35.00	300.00
10,000 <i>Picea excelsa</i> , 3-yr., T., 3 to 6 ins.	12.00	100.00	2500 2-yr., T.	30.00	250.00
550 TT., 18 to 24 ins.	45.00	400.00	3000 3-yr., T., 8 to 12 ins.	35.00	300.00
20,000 <i>Picea pungens</i> , 2-yr., S., 2 to 4 ins.	6.00	50.00	2000 1-yr., T.	20.00	180.00
2000 <i>Pieris japonica</i> , 1-yr., T.	30.00	250.00	50,000 <i>Tsuga canadensis</i> (collected seedlings), 6 to 10 ins.	40.00	400.00
5000 2½-in. pots	25.00	200.00	6000 2-yr., T., 6 to 10 ins.	30.00	250.00
2500 <i>Pinus banksiana</i> , 3-yr., S., 8 to 16 ins.	3.50	20.00	250 <i>Wistaria sinensis</i> , 1-yr., T. grafts.	35.00	300.00
1200 3-yr., T., 6 to 12 ins.	5.00	35.00			
30,000 <i>Pinus resinosa</i> , 2-yr., S., 2 to 4 ins.	5.00	35.00			
3400 3-yr., T., 3 to 5 ins.	6.00	50.00			
4000 <i>Pinus rigida</i> , 3-yr., S., 8 to 14 ins.	3.00	22.50			
1000 3-yr., T., 5 to 10 ins.	6.00	50.00			
50,000 <i>Pinus strobus</i> , 2-yr., S., 2 to 4 ins.	5.00	35.00			
1950 3-yr., T., 2 to 4 ins.	6.00	50.00			

All the above material is grown by our best growers of lining-out material. All F.O.B. shipping points, packing additional at cost. Usual terms to trade accounts. We cannot fill orders for only seedling *Taxus capitata*, so this scarce item will be available to as many customers as possible. All pot grafts will be ready in May, 1947. All this material is listed subject to prior sale.

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Raising the dosage from the usual two pounds to the acre to 2,000 pounds may reduce the time required to bring about satisfactory control from about four years to about two years. However, it does not seem

likely that improvements in soil inoculation methods will take the form of raising spore dust dosages much above those now in use.

Where the number of Japanese beetle grubs is building up to destructive numbers, inoculation with

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milky disease alone should not be expected to prevent temporary high beetle populations and localized turf injuries. Chemical soil treatments should supplement the use of spore dusts on areas where immediate control is imperative.

Plant Notes Here and There

By C. W. Wood

If one is fussy about plants getting out of place, life would soon become a nightmare in a garden into which many violets had been admitted, for many of them grow uneasy when they see a bit of bare ground and try to fill the voids with their children. This is one reason, I suppose, that some meticulous gardeners will not allow a violet on their premises. On the other hand, if one likes friendly plants, plants that are satisfied with little care and make the most of every attention given them, some of our native violets will make one's heart glad by the way they accept an invitation to settle down and raise large broods of children.

That is one reason I like the Confederate violet, *Viola priceana*, one of the friendliest of the genus. Parenthetically, this is the plant that we were formerly told to call *V. papilionacea priceana*. It is true that the plant has many characteristics of papilionacea, except its flowers, but anyone who has watched it over a period of years, as it reproduces its kind without variation, would be willing to give it specific rank. Be that as it may, the plant will make itself at home in any sunny or shady spot that is not desert-dry. Not only will it make itself at home there, but it will self-sow freely, often in the most pleasant associations. And its conspicuously large, blue-centered white flowers are never out of place in the late spring garden. Judging from experience, I suspect that the neighborhood grower would find the Confederate violet a ready seller when it is in flower, because even self-professed violet haters seldom can resist its charms then.

The Cut-leaved Eryngiums.

The botanists' division of eryngium into two groups, the pandanus-leaved and cut-leaved, is also convenient for the gardener. For one thing, it saves the grower of hardy plants the bother of searching through a long list of tropical and subtropical kinds. When I commenced to think about the subject this morning, I thought it would be well to cover all the kinds that I have grown, including the hybrids which were in the trade before the war. But a search of the catalog file revealed so few of them that the idea was abandoned. Instead, I shall substitute a note written several years ago and not used at the time.

Although flower color has not a little influence on a plant's acceptance among gardeners, the plant's architectural style largely governs its garden uses. An example to point the truth of that assertion is found in the moss phlox, *P. subulata*, which, because it is a low creeper, finds its greatest use as a ground cover on sunny slopes and plains in rock gardens and borders. On the other hand, mulleins, with their tall mastlike stems, are placed where their spiry growths will give proper accents to the picture one has in mind. The correct association of colors is just as important in the garden as it is on canvas, but harmonious contrast (perhaps association is a better word) of form is equally desirable. It is in the latter role that eryngiums excel.

The hardy kinds are mostly stiff-growing plants with characteristics quite unlike those of the general run of popular plants. The leaves are mostly broad and much cut, often with prominent whitish veins and nearly always with spiny margins. These are characteristics which defi-

nately add to the plants' garden value. They make generous clumps of basal foliage, from which spring numerous stiff stems varying in height from a foot to four feet or more, depending chiefly upon the kind, but also depending upon fertility of the soil.

Many gardeners find value in the architectural beauty of eryngiums, for example, when they are used, as many are, in association with veronicas of bushy growth, such as *V. bachofeni* and *V. spicata*. Moreover, the brilliant shades of blue shown by the stems, bracts and flower heads of most kinds are greatly appreciated in the summer garden scene, as well as in winter bouquets. There are too many kinds, and of these, too many are unavailable, to give attention to all; so I shall confine these remarks to a few of special value.

The alpine blue thistle, *E. alpinum*, is one of the noble kinds, growing four feet tall in the rich limestone soil that it craves. After growing the plant and watching the stately stiff stems change from green to greenish-blue, to blue, and finally to a brilliant

Northern-grown Lining-out Stock

	100	1000
<i>Aronia melanocarpa</i> , 1 to 2 ft.	\$5.00	\$45.00
<i>Betula papyrifera</i> , 1 to 2 ft.	6.00	50.00
<i>Clethra alnifolia</i> , 1 to 2 ft.	5.00	45.00
<i>Corylus americana</i> , 1 to 2 ft.	5.00	45.00
<i>Ilex verticillata</i> , 1 to 2 ft.	5.00	40.00
<i>Syringa vulgaris</i> , 1 to 2 ft.	6.00	50.00
<i>Viburnum cassinoides</i> , 1 to 2 ft.	6.00	50.00
<i>Viburnum dentatum</i> , 1 to 2 ft.	6.00	50.00
<i>Viburnum lentago</i> , 1 to 2 ft.	6.00	50.00

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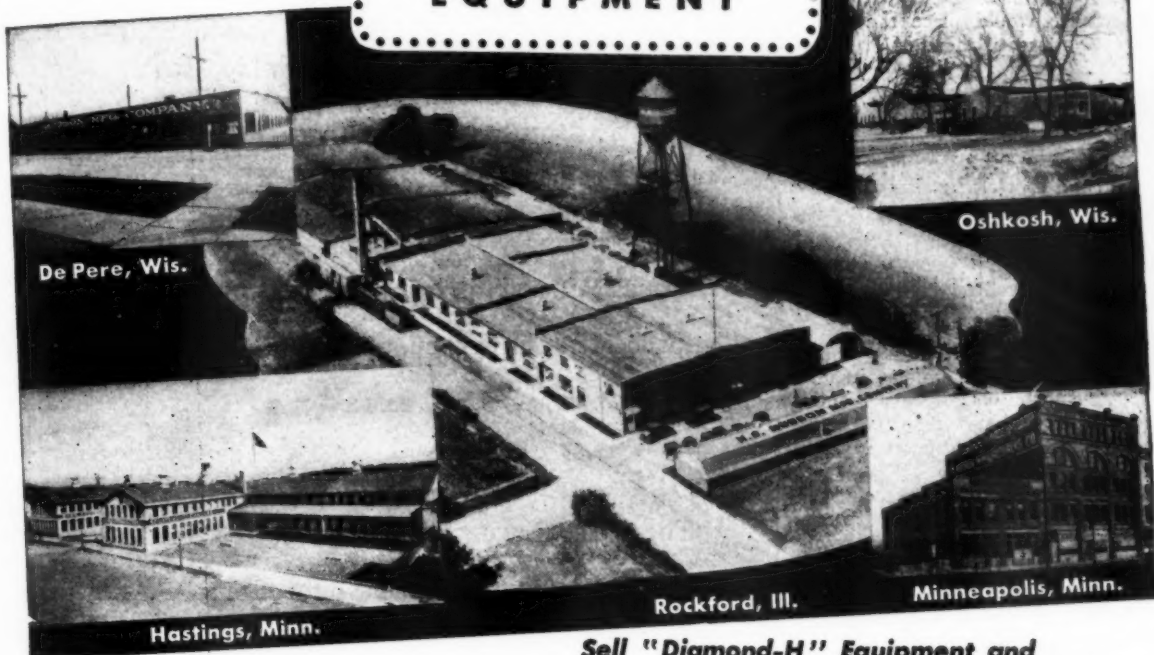
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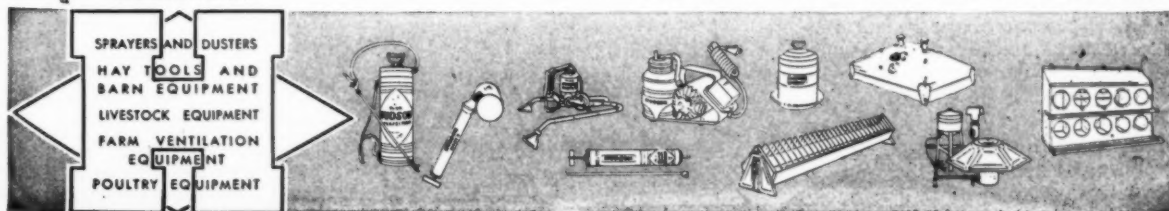
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deep amethyst, one can appreciate Farrer's enthusiasm when he wrote: "In the unsurpassable *E. alpinum* the frill is double, treble, quadruple, and each bract is toothed again and again into long, thorny-looking spines of its own, until the whole effect is of a blue lacy collar of richness unparalleled." This rich blue color extends from stem to bract to flower head and is held from early to late summer, making the plant a pleasing ornament during that long period.

All would not agree (I for one) with Farrer's choice of kinds when he placed *E. alpinum* in the position of being "unsurpassable." My personal choice would place the Pyrenean, *E. bourgati*, ahead of it. The latter lacks the stateliness of the other, to be sure, being usually less than eighteen inches tall as it grew here in northern Michigan, but its color, a heavenly blue with a slight touch of pink, is seldom approached outside the choice borageworts. That entrancing shade of blue, extending from stem to flower head, is retained from June or early July until autumn, producing a colorful effect throughout the entire summer. Unlike the first named, which gave best results here in a rich soil, *E. alpinum* attains its finest color in poor stony soil and, of course, in full sun, for it is there that the brightest and most lasting tints are produced.

Before going on to my third choice, two or three kinds should receive brief mention. Of these the most readily available in this country is *E. amethystinum*, a 2-foot plant with a pleasing violet-blue color from the whitish-green, 15-inch stems of the whitish-green, 5-inch stems of *E. spinalba*, which shade to a peculiarly lovely, bluish-silver as the flower heads are approached, should please most gardeners.

My affection for *E. maritimum* springs, I suppose, from its long association with gardeners. It is a really good plant, however, if it can be given a deep, sandy soil, where its long roots (the main one as much as five feet long) can travel as they desire. It is not always hardy in northern Michigan, although material from the coldest parts of its range along the seacoasts of Europe and Asia should be able to stand the winters of most sections. Barring tenderness to cold, this is a splendid plant, with some of the beauty and the stature of *bourgati*, from July onward.

Aside from its ornamental value, *E. maritimum* is endeared to many modern gardeners by reason of the store set upon it by the ancient herbalists. I cannot say from ex-

COMPACT READY • STOCK •

Juniperus virginiana canaerti, 4 to 6 ft., tr.

Juniperus virginiana glauca, 4 to 5 ft., tr.

Juniperus virginiana burki, 4 to 6 ft., tr.

Juniperus chinensis pyramidalis hilli, 4 to 6 ft., tr.

Juniperus chinensis columnaris glauca, 4 to 6½ ft., tr.

Juniperus chinensis stricta, 18 ins. to 3 ft., tr.

Juniperus chinensis pfitzeriana, 2½ to 4 ft., tr.

Juniperus chinensis andorra, 2 to 4 ft., tr.

Thuja occidentalis pyramidalis, 4 to 6½ ft., tr.

Biota conspicua, 4 to 5 ft., tr.

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Rating		Per 10	Per 100	Per 1000
8.8	BALL O'COTTON. Late, white.	\$4.50	\$40.00	\$375.00
7.6	EDULIS SUPERBA. Early, pink.	4.00	35.00	300.00
8.9	ENCHANTRESS. Late, white.	4.50	40.00	375.00
8.4	FELIX CROUSSE. Midseason, red.	5.00	45.00	400.00
9.1	FRANCES WILLARD. Midseason, fine white.	6.00	50.00	450.00
9.3	FRANKIE CURTIS. Midseason, white.	6.00	55.00	500.00
8.56	GENE STRATTON PORTER. Midseason, pure white	6.00	50.00	450.00
8.9	GEORGIANA SHAYLOR. Midseason, fine pink.	5.00	45.00	400.00
9.2	GRACE LOOMIS. Late, fine white.	5.50	50.00	450.00
8.41	HARRY L. RICHARDSON. Best late red.	5.00	45.00	400.00
8.9	JUBILEE. Midseason, very large white.	5.00	45.00	400.00
9.0	KATHARINE HAVEMEYER. Midseason, pink.	5.00	45.00	400.00
8.7	LADY KATE. Late, fine pink.	6.00	55.00	500.00
9.0	LA FRANCE. Late, pink.	5.00	45.00	400.00
8.95	LILLIAN GUMM. Midseason, pink.	5.00	45.00	400.00
9.0	MARY B. VORIES. Late, fine white.	6.00	55.00	500.00
9.0	MILTON HILL. Late, light pink.	5.00	45.00	400.00
8.93	MINNIE SHAYLOR. Midseason, semidouble white.	5.00	45.00	400.00
9.28	MRS. A. B. FRANKLIN. Late, fine white.	7.50	65.00	550.00
9.0	MRS. FRANK BEACH. Late, white.	6.50	60.00	550.00
7.7	PHILOMELE. Midseason, showy pink and yellow.	4.00	35.00	300.00
8.8	PHOEBE CARY. Late, good pink.	5.00	45.00	400.00
9.0	PHYLLIS KELWAY. Midseason, good pink.	5.00	45.00	400.00
9.04	SILVIA SAUNDERS. Early, semidouble pink.	6.00	55.00	500.00
9.27	SOLANGE—Late, creamy-buff.	5.00	45.00	425.00
9.4	TOURANGELLE. Midseason, fine blush.	5.00	45.00	425.00
8.5	WHITE SWAN. Midseason, white single.	5.00	45.00	400.00
8.6	MIKADO. Midseason, most popular red Jap.	5.00	45.00	400.00

SASS PEONIES

The Sass Iris are world famous. Mr. Hans P. Sass has also created some very fine peonies. We confidently expect that as the years go by and people become acquainted with them they will find an important place in the peony world. Unfortunately our stock does not permit us to wholesale some of the Sass varieties like Carolyn Mae Nelson, Dr. Brethour, Elsa Sass, Evening Star, Elizabeth Huntington, Hans P. Sass, Queen of Hamburg and Thor. We believe that it will be a good investment to plant some of the following varieties. In our own fields we have about 500 peony varieties, and these Sass peonies have done exceptionally well with us.

	Per 10	Per 100
ANNA SASS. Late midseason, light pink. Large flowers on tall stems.	\$ 5.00	\$ 40.00
CORAL QUEEN. Late, an exquisite blush with a faint rose suffusion. Large perfect flowers on strong upright stems.	5.00	45.00
FLORENCE MacBETH. Late, dainty shell-pink.	5.00	40.00
GRACE BATSON. Midseason, deep pink. Enormous flowers shaped like a huge chrysanthemum. A sensational flower.	5.50	50.00
HERMIONE. Late, appleblossom—pink. Large flowers on tall strong stems. We like it much better than Sarah Bernhardt.	5.00	45.00
LAST ROSE. Late, pink. A large flower on tall strong stem. Our best late pink.	5.00	45.00
MARIETTA SISSON. Early, pink. The first pink to bloom in our fields. Very free bloomer; the bush is a solid mass of color.	5.00	45.00
MINERVA. Late, white. Large perfectly built flowers on sturdy, upright medium-height stems.	5.00	45.00
QUEEN OF SHEBA. Midseason. The color is entirely different from other peonies; a sparkling bright rose, almost cerise. Large flowers on strong, upright, medium-height stems. An exceptional flower.	12.50	100.00
ROSABEL. Midseason, American Beauty red. Prolific bloomer. Attractive in the garden and fine for cutting.	5.00	45.00
DELIGHT. Midseason, Appleblossom-pink, Japanese. Very free-blooming.	5.00	45.00
IMPERIAL RED. Midseason, a glowing very rich red. Single. One of the most attractive flowers in our fields. Very large.	7.50	65.00
POLAR STAR. Midseason, white Japanese, with a full yellow center. Large flowers on tall stems.	10.00	90.00
SEASHELL. Midseason, iridescent bright pink, single flowers on tall stems. It is the finest pink single we have ever seen.	12.50	100.00

INTER-STATE NURSERIES

Hamburg, Iowa

perience that "the roots condited or preserved with sugar are exceeding good to be given to old and aged people that are consumed and withered with age," but it might be worth trying.

Eryngiums come readily from fresh seeds sown in an outdoor frame in autumn. They resent disturbance of the roots after they are a year old; so should be sold within a year or two at the most. They also come readily from cuttings of the fleshy stems in spring, and this is the way the hybrids must be grown.

Shelford Eremurus Hybrids.

I have long hesitated before deciding to say anything about eremuri in this column, not that their beauty and usefulness are undeserving of mention, but rather because they may cause worry and loss to the unwary. Although I have been playing with eremuri for more than a quarter of a century, I cannot yet say that one should do one thing with them and not do the other thing. In fact, I cannot say with truth that I have been successful with them, even with the fussy method of wintering them under a tight barrel or box, after mounding them up over the crowns with sand or cinders. Yet a gardener within twenty miles of here has a number of clumps that have been with him for years. And all he does is to mound them up with sand before he leaves in late fall and rake the sand off after he returns the next spring, usually in mid-May. It should be remarked, though, that he is located directly on the shore of Lake Michigan, where spring growth is held back as much as three weeks by the coolness of the lake. I mention these factors to show that the plants themselves are unpredictable and that local conditions will largely determine one's success or lack of success with them. The beauty of any eremurus that I have flowered is worth any bother one has to go to, to make it happy. And that is especially true of the Shelford hybrids.

The hybrids that I have observed are a lovely lot, varying in color from pink through yellow to orange, some with a coppery hue. Named varieties in these shades as well as in pure white have been segregated and are now available. They are said to grow as much as eight feet tall, although none that I have seen much exceeded five feet. But a 5-foot plant with its top covered with flowers for two feet or more in the form of a fox's tail is something out of the ordinary. All kinds that I know want a deep, well drained soil in full sun. And here at least they must be discouraged as

long as possible from commencing growth in spring; otherwise late frosts are sure to harm the new growths. It is for that reason rather than because of tenderness to cold that mounding up is practiced in this section.

Aside from its eagerness to start going as soon as the frost leaves the ground in spring, the worst fault of eremurus as a garden plant is the void it leaves when it dies to the ground after making seeds. But gardeners have learned how to take care of that problem.

Iris Ochroleuca.

I was interested last spring to see one of my old iris friends, *I. ochroleuca*, reaching the wholesale cut flower markets in sufficient quantities to make a marked impression on the hardheaded business people who frequent those marts. It tells me, among other things, that the plant has at last reached the stage where it is a fixture in American horticulture.

Although it has long been known in gardens, this iris seems to have escaped the notice of many moderns,

much to our loss in the garden and in cut flower channels. The confusion which long existed in the names of this group of apogon (beardless) irises may account for the absence of the name *ochroleuca* from much of the literature, for we often see *I. orientalis*, one old name for our present plant, mentioned. Be that as it may, the general recognition of *ochroleuca* as the valid name and the recognition of the plant's value as a garden plant and cutting subject should assure its place in our gardens.

I. ochroleuca is a native of Asia Minor. It is found there, we are told, in rather moist places. It is not surprising, then, to find it doing best under cultivation when given plenty of moisture during the growing and blooming season. Gardeners like to grow it along stream banks and around pools, both situations being ideal to show off the beauty of the plant. But a stream is not necessary for its comfort, for we find it does well in rich garden soil if not allowed to become too dry during the critical stages. With the plant from Asia Minor, one would be justified in looking for tenderness to cold; so we are

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	Per 10	Per 100	Per 1000
6 to 12 ins., lining-out.....	\$0.80	\$ 6.00	\$ 50.00
12 to 18 ins., lining-out.....	1.20	10.00	85.00
12 to 18 ins., with buds.....	2.50	20.00	175.00
18 to 24 ins., with buds.....	4.00	35.00	300.00
2 to 3 ft., with buds.....	6.00	50.00	450.00

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12 to 18 ins., with buds.....	\$ 9.00	\$ 75.00
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2 to 3 ft., with buds.....	15.00	125.00
3 to 4 ft., heavy, with buds.....	25.00	200.00

Packing free on bare-root stock when cash in full is sent with order. Packing at cost, extra on B&B plants, except bulk car or truck loads. No charges on car or truck loads. C.O.D. orders must be accompanied by 1/3 cash. We are prepared to make truck delivery to your nursery on a reasonable mileage basis.

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AMERICA. Rosy-pink; strong grower. 36-in.	\$1.75	\$12.00
ANNA COOK. Soft lilac-pink with faint carmine eye.	1.75	12.00
B. COMTE. Brilliant purple. 24-in.	1.75	12.00
BARON VON DEDEM. Brilliant orange-red. 24-in.	2.00	15.00
BEACON. Clear cherry-red. 36-in.	1.75	12.00
BRIDE/MAID. White with crimson eye. 40-in.	1.75	12.00
CHAMPS ELYSEES. Dark purple. 24-in.	1.75	12.00
ECLAIREUR. Rosy-magenta. 32-in.	1.75	12.00
EUROPE. Pure white with carmine center. 40-in.	1.75	12.00
FIREBRAND. Clear orange-scarlet; very large. 36-in.	2.00	15.00
FRAU ANTON BUCHNER. Pure white. 32-in.	1.75	12.00
INDEPENDENCE. Pure white. 30-in.	1.75	12.00
JEANNE D'ARC. Pure white. 40-in.	1.75	12.00
LA VAGUE. Mauve-rose, with cherry-red center. 42-in.	1.75	12.00
LOUISE ABEMBA. Pure white. 20-in.	1.75	12.00
MRS. CHAS. DORR. Tall lavender. 42-in.	1.75	12.00
MRS. JENKINS. Pure white. 30-in.	1.75	12.00
MRS. R. P. STRUTHERS. Orange-red; the best. 36-in.	1.75	12.00
PANTHEON. Carmine-pink. 30-in.	1.75	12.00
PRIME MINISTER. White, crimson eye. 36-in.	1.75	12.00
RHEINLANDER. Salmon-pink. 32-in.	1.75	12.00
RIJNSTROOM. Deep pink. 48-in.	1.75	12.00
SIEBOLD. Orange-scarlet with crimson eye. 30-in.	2.00	15.00
SIR EDW. LANDSEER. Fine bright crimson. 32-in.	1.75	12.00
VON HOCHBERG. Black-red color. 42-in.	2.00	15.00
VON LASSBURG. Pure white; large. 28-in.	1.75	12.00
WHITE QUEEN. Pure white. 36-in.	1.75	12.00
WIDAR. Deep violet with white markings. 28-in.	2.00	15.00

PHLOX (Various types)

	Per 10	Per 100
AMOENA. Bright pink. 6-in. May.	\$2.00	\$15.00
DIVARICATA LAPHAM. Lilac. 12-in. May.	2.25	17.50
SUBULATA ALBA (Creeping Moss). White. 4-in. May.	1.75	12.00
SUBULATA APPLEBLOSSOM. Fine appleblossom. 4-in. May.	2.00	15.00
SUBULATA ATROPURPUREA. Deep carmine-red. 4-in. May.	2.00	15.00
SUBULATA C. F. WILSON. Soft lavender. 4-in. May.	2.00	15.00
SUBULATA LILACINA. Blue variety. 4-in. May.	2.00	15.00
SUBULATA MOERHEIM. Carmine-pink. Fine variety. 4-in. May.	2.00	15.00
SUBULATA ROSEA. Pink variety. 4-in. May.	1.75	12.00
SUBULATA VIVID. Bright pink with darker eye. 4-in. May.	2.25	17.50

PHLOX DECUSSATA. Novelties; new and better varieties.

	Per 10	Per 100
Many of the following varieties are not new, but they are harder to produce in true, reliable stock and have been priced accordingly.		
AFRICA. A dazzling, deep scarlet; splendid. 30-in.	\$2.00	\$15.00

PHLOX DECUSSATA—Cont.

	Per 10	Per 100
BORDER QUEEN. Improved Jules Sandeau. Enormous compact trusses of pure pink. 20-in.	\$2.00	\$15.00
BRILLIANT. Large trusses of fiery scarlet. 30-in.	2.00	15.00
CAROLINE VANDENBERG. A true lavender-blue.	2.00	15.00
DAILY SKETCH. Salmon-pink, vivid crimson eye. 3-ft.	2.00	15.00
E. I. FARRINGTON. Bright salmon and soft pink.	2.00	15.00
ENCHANTRESS. Bright salmon-pink, dark eye.	2.00	15.00
ETNA. Superb deep scarlet. 36-in.	2.00	15.00
FIANCEE. One of the best; pure white.	2.00	15.00
GENERAL PETAIN. Deep wine-red, well shaped.	2.00	15.00
GEORGE STIPP. A perfect deep glowing salmon with shaded lighter eye.	2.00	15.00
GRAF ZEPPELIN. White with vermillion-red eye.	2.00	15.00
GRANDEUR. White with deep rose.	2.00	15.00
H. B. MAY. Very large spikes of bright pink.	2.00	15.00
JULES SANDEAU. Compact trusses of pure pink.	2.00	15.00
LILLIAN. Beautiful salmon-pink, better than Elizabeth Campbell. Early and continuous bloomer. 24-in.	2.00	15.00
MORGENROOD. A beautiful new wine-red; very unusual and very striking. 30-in.	2.00	15.00
MRS. E. PRITCHARD. The best blue Phlox. 36-in.	2.00	15.00
MRS. SCHOLTEN. Dark salmon-pink, excellent.	2.00	15.00
NANA COERULEA. Mauve with starred center. Fine. 16-in.	2.00	15.00
NEW BIRD. Amaranth-red of great brilliance.	2.00	15.00
NORDLICHT. Large, carmine-pink with red eye. 36-in.	2.00	15.00
PAINTED LADY. Silvery pink salmon with red eye. 36-in.	2.00	15.00
PALADIN. Finest salmon-pink, red eye. Large.	2.00	15.00
PARACHUTE. Clear mauve. Excellent. 30-in.	2.00	15.00
P. D. WILLIAMS. Enormous appleblossom with darker stripes. 30-in.	2.00	15.00
PURPLE SWEETHEART (New). Reddish purple with deeper eye.	2.50	20.00
ROYAL PURPLE. The best deep blue.	2.00	15.00
SALMON GLOW. Flame-pink with salmon.	2.00	15.00
SILVERTONE (New). Beautiful lilac.	2.00	15.00
STARLIGHT. Violet-red shading to lilac.	2.00	15.00
WM. KESSELRING. Large violet with white eye.	2.00	15.00
WORLD PEACE (New). There can be no better name for this beautiful Phlox. Its growth is as strong as we want Peace to be and its color as innocent and pure as we want our hearts to grow. A very strong grower, this Phlox has foliage like that of Miss Lingard, dark green glossy leaves, full of health and vigor, with enormous pure white flowers on strong sturdy stems, such as are unusual for a Phlox.	3.00	25.00

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PERENNIALS AND WELLER'S HARDY BOXWOOD.

agreeably surprised to find it quite hardy in latitude 45 degrees north, especially if it is planted where snow might blanket it throughout the winter. I suspect, however, that the ability to stand northern winters will depend upon the original source of one's stock. Certainly, that from the coast of Palestine would have a hard time during one of our severe winters; that from northern Asia Minor would be quite reliable.

The plant is apparently variable in nature, especially in size and form of flower. The form generally available in this country is a fairly good one, lacking the puckered appearance of some. But it does not have the stately habit of the form known as variety gigantea, which, under the ideal conditions of rich soil, full sun and an abundance of moisture, may reach a height of five or six feet, with three or four tiers of flowers and two or three flowers to each tier. The flower is quite constant in having white falls with a golden-yellow patch at each base and white standards. They are among the largest flowers in the genus. This all makes a flower of great beauty and one of much value for cutting.

COVER ILLUSTRATION.

Mitchella Repens.

Mitchella repens, the partridgeberry, is a native broad-leaved evergreen ground cover of a trailing habit of growth. The creeping stems seldom extend more than a few inches off the ground. The partridgeberry was named after an early Virginian botanist by the name of John Mitchell. This little plant, of which there is only one species in North America, is native from Nova Scotia to Ontario and Minnesota, south to Florida, Arkansas and Texas.

The leaves are small, only one-quarter to three-quarters of an inch in length, rounded in outline and usually slightly cordate at the base. The leaves are dark green above, with the white-veined areas giving an unusual and attractive pattern.

The flowers are quite small, mostly hidden by the foliage, purplish-white and fragrant. They are produced during the month of June. The flowers are followed by a small brilliant red fruit, which ripens during the early fall months and persists frequently in considerable numbers until the following spring.

The partridgeberry requires an acid soil and ample moisture. It is usually found growing in partially shaded areas, but may extend out into the full sun. It is not easily transplanted, and frequently when attempts are

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10,000	Rochester	3 to 4 ft.
10,000	Rochester	2 to 3 ft.
3000	Rochester	18 to 24 ins.
15,000	Hale Haven	3 to 4 ft.
10,000	Hale Haven	2 to 3 ft.
5000	Hale Haven	18 to 24 ins.
15,000	Red Haven	3 to 4 ft.
10,000	Red Haven	2 to 3 ft.
5000	Red Haven	18 to 24 ins.
5000	South Haven	3 to 4 ft.
3000	South Haven	2 to 3 ft.
20,000	Late Elberta	3 to 4 ft.
10,000	Late Elberta	2 to 3 ft.
10,000	Golden Jubilee	3 to 4 ft.
10,000	Golden Jubilee	2 to 3 ft.
5000	Golden Jubilee	18 to 24 ins.
5000	Brackett	3 to 4 ft.
3000	Brackett	2 to 3 ft.
2000	Brackett	18 to 24 ins.

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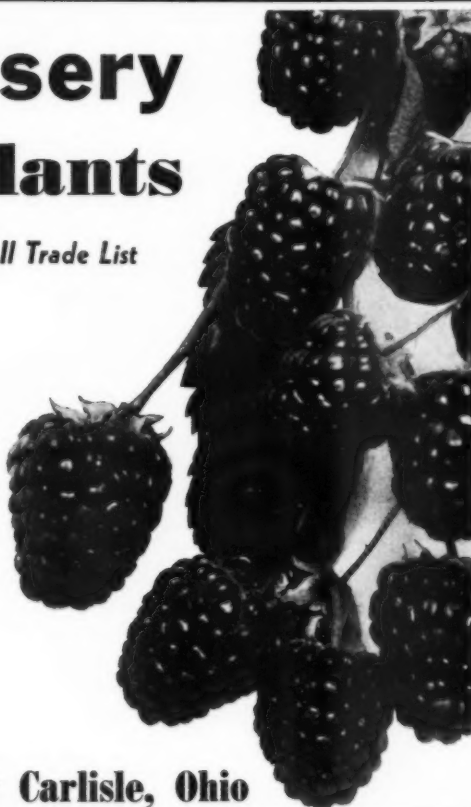
ORNAMENTALS

Silver-lace Vines
Euonymus Coloratus
Buddleia Charming
Shrubs in variety

PLACE YOUR ORDER NOW
BE ASSURED OF A SUPPLY

W. N. SCARFF'S SONS

New Carlisle, Ohio



made to move it from its native habitat to the garden the result is failure. The partridgeberry can be propagated from seeds, and semimature cuttings have given some satisfaction. Young plants should be grown in a peaty soil and provided with ample moisture and partial shade. Commercially they are best sold as small potted plants.

While this native broad-leaved evergreen ground cover does not find so common use in landscape planting as the myrtle, Japanese spurge and other common ground covers, it does have a limited use. It makes a good rock garden subject, can be used in dry walls in shady situations and can be used in a limited way for a general ground cover and for naturalizing in wooded areas.

Many times clients ask for a ground cover that is different from the common run of materials. Where the soil conditions are satisfactory and the area to be covered is not too large, the partridgeberry offers some possibilities. It will not be used to furnish a cheap ground cover for mass planting on large areas, since in such situations the common myrtle, Japanese spurge, evergreen euonymus, English ivy and other broad-leaved evergreen ground covers are more satisfactory.

L. C. C.

EVERGREENS

We are pleased to offer you the following Evergreens for fall delivery.

	Each
Norway Spruce, 2 to 2½ ft.	\$1.75
Norway Spruce, 2½ to 3 ft.	2.50
Norway Spruce, 3 to 4 ft.	3.25
Juniper Pfitzeriana, 3 to 4 ft.	6.00
Juniper Virg. Burki, 4 to 6 ft.	5.00
Juniper Virg. Canadensis, 5 to 6 ft.	6.50
Juniper Virg. Glauca, 5 to 6 ft.	6.50
Juniper Virg. Keteleeri, 5 to 6 ft.	6.50
Mugho Pine, 15 to 18 ins.	1.75
Thuja Occ. Woodwardi, 2 to 2½ ft.	2.25
Tsuga Canadensis, 3½ to 4 ft.	4.00
Tsuga Canadensis, 4 to 4½ ft.	4.75
Tsuga Canadensis, 4½ to 5 ft.	5.50
Taxus Cuspidata Nana, 15 to 18 ins.	4.00

EAGLE CREEK NURSERY CO.

NEW AUGUSTA, IND.

ACER PLATANOIDES — Norway Maples

6 to 8 ft., trans., \$45.00 per 100. 6 to 8 ft., ¼ to 1-in. cal., whips, \$75.00 per 100. 8 to 10 ft., ¼ to 1-in. cal., well branched, \$10.00 per 10; \$85.00 per 100. 8 to 10 ft., 1 to 1½-in. cal., well branched, \$12.50 per 10; \$100.00 per 100. 1½ to 1¾-in. cal. (in the ground), \$1.50 each, plus 25c dug bare root. 1½ to 1¾-in. cal. (in the ground), \$2.00 each, plus 35c dug bare root. 1¾ to 2-in. cal. (in the ground), \$2.25 each, plus 40c dug bare root.

STATE ROAD NURSERY

State and Sproul Rds.
Route 1, Media, Pa.

The lovely
Yellow
Rose



V for Victory

and other
SUB-ZERO HYBRID TEAS

Large and beautiful as any.
Easy to grow and long to live.
Save replacement expense.
Also Yellow and Orange Climbers.

Write for trade prices to

BROWNELL ROSES
LITTLE COMPTON, R. I.

BOWLES IMPROVED

Variety of VINCA MINOR

Large blue flowers, excellent foliage.

Stocky plants, out of 2¼-in. pots.
Potted last winter.

\$15.00 per 100

W. A. NATORP CO.
Cincinnati 29, Ohio

Wisconsin Meeting

Neither rain nor mishaps kept the Wisconsin nurserymen from their summer meeting held at Wisconsin Rapids, Tuesday and Wednesday, August 27 and 28. It was one of the largest and most successful summer meetings they have ever held.

Five years ago the Nekoosa Edwards Paper Co., member of the Wisconsin Nurserymen's Association, invited this group to hold its annual summer meeting at Wisconsin Rapids as its guests. Because of the war, this meeting did not materialize until this year.

The headquarters for the activities was the Boys' Club, a magnificent white pine log building about 40x100 feet, located on a point overlooking Lake Nepco. This building had been erected in the late thirties by the Nekoosa Edwards Paper Co., to be used by the boys and girls of Nekoosa and Port Edwards. The program started Tuesday noon with a luncheon provided by the Nekoosa Edwards Co., after which a trip was made through the company nursery, which is one of the most successful private forest nurseries in this country. Most of the efforts at this nursery are directed to the propagation and growing of small forest evergreen seedlings and transplants. The progressive, systematic and successful way in which this nursery was apparently handled was a revelation to all visitors. Directly south of this nursery were some of the large cranberry marshes, operated by the Eatmore Cranberry Association. It was extremely interesting to everyone to see the manner in which cranberries are grown commercially on a large scale.

The visit to the marshes was followed by a trip to the Griffith state nursery, and the magnitude of its operations was a surprise to most of the Wisconsin nurserymen. The balance of the afternoon was spent taking the caravan of cars through extensive reforestation projects south of the city, where the Nekoosa Edwards Co. has large reforestation holdings. Visitors were told that it takes about forty years to grow a crop of pulpwood in that latitude and that it would not be long before the Nekoosa Edwards Co. would have sufficient plantings to make the annual growth equal the annual cut and thereby perpetuate the firm's paper business. The group returned to the Boys' Club for an excellent banquet followed by colored movies

and entertainment. There were over 100 in attendance at the banquet and about ninety at the luncheon at noon.

At 8:30 the following morning, almost all the registrants reported at the Boys' Club to take approximately a half-mile walk through a special trail cut for them to see an 18-year-old planting of Norway pine, which some nurserymen felt was worth the entire trip. These trees were tall enough so that walking beneath them was like being in a primeval virgin forest. There was no underbrush of any kind, and it was like walking on a resilient mat of pine needles. The balance of the morning was spent taking half of the group through the Port Edwards mill, which confines its production mostly to sulphite paper. The other half of the group was taken to the Nekoosa mill, which specializes in the manufacture of

kraft paper. In both instances, the visitors were shown the entire paper-making process, from the logs coming into the mill to the finished paper being wrapped and packaged for shipment. It takes about twenty hours for the logs to be turned into a high-grade sulphite paper. Visitors felt it was an extremely interesting and educational trip and felt that they were deeply indebted to the Nekoosa Edwards Co. for its warm hospitality, particularly to their pleasant host, F. G. Kilp, the company's forester, and to Howard Anderson, superintendent of the nursery.

Thos. S. Pinney, Sec'y.

INCREASING lumber production this year has enabled the Civilian Production Administration to forecast lumber production for the year of 32,000,000,000 board feet. If attained, this total would surpass by 2,000,000,000 board feet the estimates made last January. The industry has been urged not to slow down.

LINING-OUT STOCK OUR SPECIALTY....

Shade Tree Whips . . . a timely finished product saving 2 to 4 yrs.' growing effort . . . excellent variety.

A very complete line of
ORNAMENTAL TREES, SHRUBS
and EVERGREEN SHRUBS,
including many scarce items.

THOMAS B. MEEHAN CO.
DRESHER, PA.

GRAPEVINES, CURRANTS, GOOSEBERRIES and BERRY PLANTS

Can also supply Currant
lineouts and cuttings.

Known to the Wholesale Trade
for Small Fruit Plants of Superior
Quality Since 1890.

F. E. SCHIFFERLI & SON NURSERIES
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HEMLOCKS KALMIA, RHODODENDRON, AZALEA

CURTIS NURSERIES
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Grapevines, Currant Roots,
Currant Cuttings and Berry Plants.
Small Fruit Specialists.

WEST HILL NURSERIES
Fredonia, N. Y. Since 1875

SPECIMEN TAXUS

ORIGINAL STOCK PLANTS
20-25 YEARS OLD
WELL SHEARED

30 CUSP. VERMEULEN.....
.....\$40.00 to \$75.00 ea.
Pyramid and other desired shapes.
Heavy plants. 4 1/2 x 4 1/2 ft. to 6 1/2 x 6 ft.

10 MEDIA KELSEYI.....\$75.00 ea.
Broad, heavy, berry-bearing plants.
Good form. 5x5 ft. to 7x6 1/2 ft.

See them for yourself to appreciate
them. Call me for directions from
N. Y. C. Phone: Westbury 328. Plants
cannot be removed from Beetle Area.
Prices are dug for pickup at nursery.

JOHN VERMEULEN
Westbury, Long Island, N. Y.

LANDSCAPE MATERIAL

in best assortment, such as Jap. Red
Maple, Taxus, Magnolias, Evergreens,
etc. Write for list. Also list of liners.

DEERFIELD NURSERIES
Deerfield Street P.O., N. J.

FAMOUS CUSHION MUMS

Pink, white, red, bronze. \$4.00 per
100, \$37.50 per 1000. YELLOW CUSH-
ION and LITTLE BOB, \$6.00 per 100,
\$55.00 per 1000. NEW GOLD CUSHION,
\$10.00 per 100.

Big Chrysanthemum catalog.
WONDERLAND NURSERIES
Ellersson, Va.

EVERGREENS

Offered in car or truckloads.

CONIFEROUS

Arborvitae, American Pyramidal, Each 3 to 4 ft.	\$3.00
Arborvitae, American Pyramidal, 4 to 5 ft.	4.00
Arborvitae, Globe, 18 to 21 ins.	2.75
Arborvitae, Globe, 21 to 24 ins.	3.50
Arborvitae, Berkemans Golden, 18 to 24 ins.	2.25
Arborvitae, Berkemans Golden, 24 to 30 ins.	3.00
Arborvitae, Berkemans Golden, 30 to 36 ins.	3.75
Hemlock, Canadian, 2 to 3 ft.	2.00
Hemlock, Canadian, 3 to 4 ft.	3.00
Hemlock, Canadian, 4 to 5 ft.	4.00
Juniper, Irish, 4 to 5 ft.	3.00
Juniper, Irish, 5 to 6 ft.	3.75
Juniper, Meyer's Blue, 18 to 24 ins.	2.00
Juniper, Meyer's Blue, 24 to 30 ins.	2.75
Juniper, Meyer's Blue, 30 to 36 ins.	3.50
Juniper, Pfitzer, 30 to 36 ins.	3.00
Juniper, Pfitzer, 36 to 42 ins.	3.75
Juniper, Savin, 30 to 36 ins.	2.50
Juniper Savin, 36 to 42 ins.	3.25
Pine, Austrian, 3 to 4 ft.	2.50
Pine, Austrian, 4 to 5 ft.	3.25
Pine, Mugho, 18 to 21 ins.	2.00
Pine, Mugho, 21 to 24 ins.	2.50
Pine, Mugho, 24 to 30 ins.	3.00
Pine, Scotch, 4 to 5 ft.	2.75
Pine, Scotch, 5 to 6 ft.	3.50
Pine, White, 4 to 5 ft.	3.00
Pine, White, 5 to 6 ft.	3.75
Pine, White, 6 to 8 ft.	4.50

BROAD-LEAVED

Elaeagnus fruticandl, 2 to 3 ft.	1.75
Elaeagnus fruticandl, 3 to 4 ft.	2.50
Mahonia aquifolium, 24 to 30 ins.	2.00
Mahonia aquifolium, 30 to 36 ins.	2.50
Nandina domestica, 18 to 24 ins.	1.75
Nandina domestica, 24 to 30 ins.	2.25
Pyracantha lalandi, 2 to 3 ft.	1.75
Pyracantha lalandi, 3 to 4 ft.	2.25
Pyracantha rogersiana, 2 to 3 ft.	2.00
Pyracantha rogersiana, 3 to 4 ft.	2.75
Viburnum rhytidophyllum, 2 to 3 ft.	2.00
Viburnum rhytidophyllum, 3 to 4 ft.	2.75
Viburnum rhytidophyllum, 4 to 5 ft.	3.75

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KOSTER NURSERY

Division of Seabrook Farms

Wholesale Nurserymen

BRIDGETON, N. J.

Write for wholesale price list of lining-out and specimen stock in better evergreens and shrubs.

CANADIAN HEMLOCKS

2 to 18 ins. in bands. Some left for 1946 fall delivery. Now booking orders for spring and fall of 1947.

CALVIN S. GROBAKER

115 Beechwood Ave.,
Catonsville 28, Md.

WANTED

5000 Duchess Apple Trees
50,000 Mahaleb Cherry Seedlings, No. 2
What have you to offer in same?

GOLDEN EAGLE NURSERY

Golden Eagle, Ill.

60,000 TAXUS

Pots, transplants and rooted cuttings.
2500 J. Pfitzeriana
2 to 3 ft. and 3 to 4 ft.
To trucks F.O.B. our nurseries.

HUMPHREYS LANDSCAPE SERVICE

Mt. Sterling, Ky.

UNITED HORTICULTURE.

Earlier announcement has been published here of a national conference of horticultural interests in the United States, called by the American Horticultural Council, Inc. Representatives of garden clubs, scientific societies, commercial firms and horticultural societies will attend a 3-day meeting at Wade Park Manor, Cleveland, O., October 8 to 10.

Dr. L. H. Bailey, Ithaca, N. Y., will be the opening conference speaker. The organization committee believes that the natural setting of Cleveland makes it an ideal meeting place for the group, and visits will be made to gardens and parks in the community.

Officers of the organization committee are Robert Pyle, president, West Grove, Pa.; E. L. D. Seymour, vice-president, New York, N. Y.; and R. C. Allen, secretary-treasurer, Harrisburg, Pa. Directors include Clement G. Bowers, Maine, N. Y.; Arno H. Nehrling, Boston, Mass.; R. Milton Carleton, Chicago, Ill., and J. F. Styer, Concordville, Pa.

The American Horticultural Council, Inc., was set up to study horticultural unification, recommend procedure and arrange the national organization conference. Through the methods of education, publicity, promotion and research, the council believes that coordination and over-all planning will be achieved. A broad program has been submitted by C. Eugene Pfister, chairman of the program committee, for discussion and action at Cleveland, according to an outline proposed by R. Milton Carleton.

LAWN BUILDING IN FALL.

The month of September has been found a good time for building and repairing lawns, according to H. G. M. Jacobson, agronomist at the Connecticut agricultural experiment station. New lawns flourish in the fall because annual weeds are not so active, and since the sod is older, it will be more resistant to hot, drying weather and insect and disease damage the following summer. Mr. Jacobson recommends an 8-6-2 or a 10-5-5 mixture as lawn fertilizer, applied at the rate of fifteen pounds per thousand square feet. Seeding should be done one week after the fertilizer has been applied.

A fall application of fertilizer at one-half the rate for new lawns will stimulate established lawns. A light top-dressing of good loam or humus material will be helpful if the soil tends to be sandy.

EVERGREENS SPECIMEN STOCK

Here are just a few selected from our big assortment.

JUNIPERS

	Per 100
Chinensis femina, 5 to 6 ft.	\$500.00
Chinensis femina, 4 to 5 ft.	400.00
Excelsa stricta, 3 to 4 ft.	400.00
Excelsa stricta, 2 1/2 to 3 ft.	300.00
Excelsa stricta, 2 to 2 1/2 ft.	240.00
Hibernica, 5 to 6 ft.	250.00
Hibernica, 4 to 5 ft.	215.00
Hibernica, 3 to 4 ft.	185.00
Japonica, 3 1/2 to 4 ft.	375.00
Japonica, 3 to 3 1/2 ft.	325.00
Japonica, 2 1/2 to 3 ft.	275.00
Scopulorum, Chandler's, 5 to 6 ft.	550.00
Scopulorum, Chandler's, 4 to 5 ft.	450.00
Tamariscifolia, 2 1/2 to 3 ft.	325.00
Tamariscifolia, 2 to 2 1/2 ft.	275.00
Virginalis, dark green, 4 to 5 ft.	500.00
Virginalis, dark green, 3 1/2 to 4 ft.	400.00
Virginalis, dark green, 3 to 3 1/2 ft.	325.00
Virginalis, dark green, 2 1/2 to 3 ft.	275.00
Virginalis, light green, 3 to 3 1/2 ft.	325.00
Virginalis, light green, 2 1/2 to 3 ft.	275.00
Virginiana, Blue Rapids, 6 to 7 ft.	700.00
Virginiana, Blue Rapids, 5 to 6 ft.	550.00
Virginiana, Blue Rapids, 4 to 5 ft.	450.00

THUJA

Orientalis, 5 to 6 ft.	300.00
Orientalis, 4 to 5 ft.	250.00
Orientalis, 3 to 4 ft.	200.00
Excelsa, 5 to 6 ft.	350.00
Excelsa, 4 to 5 ft.	300.00

Complete list ready now.

WILLIS NURSERY CO.

Ottawa, Kansas

EVERGREENS

Lining-out stock
For fall 1946 and spring 1947.
Write for list.

SUNCREST EVERGREEN NURSERIES

Johnstown, Pa.

Book orders early.

SPECIMEN EVERGREENS

SNEED NURSERY COMPANY

P. O. Box 790

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STRAWBERRY PLANTS

We can book orders now for spring delivery on the following varieties: Maestodon, Gem, Premier, Catskill, Pathfinder, Temple and all other standard varieties.

H. D. RICHARDSON & CO.

Willards, Md.

Letters from Readers

PRUNING YOUNG TREES.

The lecture, "Pruning and Training the Young Shade Tree," by Norman Armstrong, presented at the short course for arborists at Ohio State University in January and published in *Arborist's News* for July, 1946, might well be read and pondered by growers of nursery trees and by landscape men. To quote Norman Armstrong: "I trust the nurserymen here in my native state, Ohio, are not guilty of the malpractice performed by most nurserymen in the areas in which I now work." This statement cannot be passed off as a tree man's gripe. I consider Norman Armstrong the foremost practicing authority on pruning for landscape form, which in the final analysis is one of the most, if not the most, important function in tree service or tree surgery (I still don't like the term arborist).

Better landscape men are quite familiar with experiences in the past when they have used nursery-grown trees which had been formed to have bushy heads to please an unsophisticated market, without regard for future good structure. City shade tree men have been responsible for the demand for trees headed high, seven feet or more above the ground, to clear traffic. I see no objection to the ultimate form of a landscape tree if it is headed reasonably high, six to seven feet, in the nursery. Better landscape men will also remember how hard it has been to convince customers who come into the nursery that a thick or bushy head in a young tree is not so desirable as a good leader and a few well spaced structure branches.

Norman Armstrong says: "I drove over a beautiful highway. One section of it was planted with elm trees, nursery grown, every one of which had been cut square off just five feet above ground level. The largest of these trees were ten to twelve inches in diameter." I don't know who did it, but it should be possible to apprehend the butchers. The penalty should, of course, be death. If Norman Armstrong has evidence that any New Jersey landscape man did it, the vigilance committee of the New Jersey Association of Nurserymen would like to have the facts.

Since 1930, at least several prominent wholesale growers in New Jersey have formed their shade trees to conform to the requirements of better landscape practice, which approves form and structure that will fit the tree for a long life rather than so-called cutting back, which undoubt-

edly originated when the landscape business was largely in the hands of men who were familiar only with grapevines, hydrangeas and Catalpa bungei.

The better landscape committee of the N. J. A. N. is persisting and endeavoring (without funds) to help the landscape men to cooperate for better standards and better landscape treatment for the home costing less than \$12,000. George Jennings.

TIME STUDY OF COSTS.

As one of your subscribers, I have been following the various articles pertaining to costs of nursery operations published in the *American Nurseryman*. It is not my intention to criticize any of these articles, as they are all interesting and instructive. However, no nurseryman will ever actually know his real costs by

applying the present-day cost procedure as outlined for nurseries.

The error in present (as well as past) nursery cost procedure is that all labor costs are based on "how long it takes a man to dig a certain plant" or "how long it takes to make up a landscape design." Costs to be accurate can never be based on such guesses. Instead, costs must be based on how long should it take a man to dig that plant if working at 100 per cent efficiency. I know some nursery cost experts will probably take exception to this statement, but the fact still remains that even though they feel they know about how long it takes to do a piece of work, actually they are simple guessing and their figures are based on supposition instead of actual facts. It is possible that the men doing the work on which their time factors were based were actually working at only fifty to seventy-five per cent efficiency.

Maloney's

Offer for Fall and Spring delivery
2-year Standard Apple, Sweet and Sour Cherry, Plum and Standard Pear. Also **2-year Shrubs**, bushy, well rooted, twice transplanted.

Evergreens, three times transplanted, properly sheared, earth balled, or moss balled. Mail us your list of wants.

We would appreciate your surplus list; we need **Roses, Berries**, certain varieties of **Ornamental Trees, Vines**, etc. Write for our surplus and want list.



**MALONEY BROS.
NURSERY CO., INC.**
Danville, New York

We Offer—

EVERGREENS—In a large assortment of **PYRAMIDAL** and **GLOBE ARBORVITAE**, **PFITZER JUNIPER** and **YEW**s in grades at attractive prices. **SOME LARGE SPECIMEN EVERGREENS, SHRUBBERY** and **SHADE TREES**.

Mail want list for prices.

THE WESTMINSTER NURSERIES
Westminster, Md.

NORTHERN-GROWN LINING-OUT STOCK

Even grade, grown in peat-prepared beds. Handled and packed to reach you in perfect condition. Evergreen seedlings are scarce and will be for some time. While 2-yr. seedlings are not so easy to handle, any good nurseryman knows that the best transplants come from 2-yr. seedlings. Evergreens ready September 1 to 20. Maples, October 10.

Black Hills Spruce , 2-yr., 2-in. seedlings.....	\$15.00
Colorado Blue Spruce , 2-yr., 2 to 4-in. seedlings.....	25.00
Douglas Fir , 2-yr., 2 to 3-in. seedlings.....	30.00
American Arborvitae , 2-yr., 2 to 3-in. seedlings.....	20.00

BARBERRY THUNBERGI SEEDLINGS

4 to 6 ins.....	Per 1000 \$10.00
6 to 8 ins.....	15.00

500 Colorado Blue Spruce , 6-yr. tr., 6 to 10 ins.....	\$ 8.50
400 Canadian Hemlock , 4-yr. tr., 8 to 12 ins.....	25.00
200 Canadian Hemlock , 4-yr. tr., 6 to 8 ins.....	15.00
200 Fraser's Fir , 4-yr. tr., 6 to 12 ins.....	10.00

Satisfaction guaranteed. Cash with order, please.

J. R. PALMER & SON
Blackduck, Minn.

HARDY NATIVE EVERGREENS

Collected Stock

Canadian Hemlock, American Arborvitae, Balsam Fir

3 to 6 ins.....	Per 1000 \$ 8.00
6 to 9 ins.....	12.00
9 to 12 ins.....	25.00
12 to 18 ins.....	35.00

Cash please.

R. M. COLE
Box 37 Charlotte, Vt.

LINING-OUT STOCK FINISHED NURSERY STOCK

	100 Rate
Azalea mollis, 6 to 9 ins.	\$0.35
Azalea mollis, 9 to 12 ins.	.50
Azalea mollis, 12 to 15 ins.	1.35
Azalea mollis, 15 to 18 ins.	1.65
Azalea mollis, 18 to 24 ins.	2.00
Rhododendron Hybrid, 12 to 15 ins.	2.75
Rhododendron Hybrid, 15 to 18 ins.	3.50
Hemlock, 18 to 24 ins.	2.00
Hemlock, 2 to 3 ft.	3.00
Hemlock, 3 to 4 ft.	3.75
Hemlock, 4 to 5 ft.	4.50
Hemlock, 5 to 6 ft.	5.50
Hemlock, above 6 ft. to 10 ft. Per ft.	2.00
Mugho Pine, 18 to 24 ins.	2.00
Mugho Pine, 24 to 30 ins.	2.50
Austrian Pine, broad, 6 to 8 ft.	6.50
Taxus capitata, 18 to 24 ins.	3.75
Taxus cuspidata, 12 to 15 ins.	1.75
Taxus cuspidata, 15 to 18 ins.	2.25
Euonymus europaeus, 3 to 4 ft.	.50 BR
Euonymus carrierei, 15 to 18 ins.	.50 BR
Viburnum opulus nanum, 6 to 9 ins.	.35 BR
Viburnum opulus nanum, 9 to 12 ins.	.50 BR
Cercis canadensis (Redbud), broad, 6 to 8 ft.	3.50
Norway Maple, well branched, 10 to 12 ft.	2.50 BR
Norway Maple, well branched, 12 to 14 ft.	3.00 BR
Sugar Pine, 2 and 3-in. cal.	Per cal. in 3.50 BR
Pin Oak, 5 to 6 ft.	1.25 BR
Pin Oak, 6 to 8 ft.	1.75 BR
American Elm, 2 to 4-in. cal.	Per cal. in 3.50 BR
European Mt. Ash, 10 to 12 ft.	3.50 BR
European Plane Tree, 8 to 10 ft.	2.50 BR

LINING-OUT STOCK

	100 Rate	1000 Rate
Azalea mollis, 1 tr. (from beds)	\$0.10	\$0.00
Rhododendron Hybrids, 1 tr. (beds)	.10	.00

Terms: Cash; No C.O.D.

Lining-Out, 25 plants at 100 rate, 300 plants at 1000 rate. Less than 10 plants at 10 per cent additional. No packing charged on lining-out stock or stock called for at nursery. Finished stock, truckloads only. Beetle certified.

PALLACK BROS. NURSERIES, INC.

R. F. D. 1 Harmony, Pa.
31 MI. N. Pittsburgh on Route 10
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PRIVET and BERBERIS

Splendid Stock

Write for Special Quotations

LESTER C. LOVETT
MILFORD DELAWARE

PRINCETON NURSERIES of PRINCETON, N. J.

SUPERIOR
Hardy Ornamentals

PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, 25¢ per copy
American Nurseryman Chicago

Large manufacturers today spend hundreds of thousands of dollars yearly to know how much work their operators should and must do to earn the money paid them. They have an accurate and, in most cases, elaborate production system, yet they do not once refer to this for their actual production efficiency. Instead, they employ time study engineers, who accurately determine by time study and analysis of the job the amount of work their operators must do for every dollar paid them.

I know that many nurserymen if approached on this subject would say they employ only a small number of operators compared with large manufacturing companies and that it would be much too expensive for them to hire a time study engineer for their particular nursery. Frankly, I should agree with them. However, three or four nurserymen who have similar plant materials could pool the cost, and the time standard set for a certain piece of work would be close enough for all to follow.

It has been proved time and time again in manufacturing plants that when time studies were applied, production increased from twenty-five to seventy-five per cent and costs were naturally reduced accordingly. The writer spent approximately four years as landscape salesman and for the past four years has been connected with one of the largest corporations in the world doing time study and methods work, and as he looks back to his nursery days he knows that most nurseries could cut their costs and increase their output by at least fifty per cent and probably much more. In other words, where the present cost to do a piece of work is now based at \$1 per plant, this cost could be reduced to 50 cents and approximately two plants could be dug and shipped instead of one.

Another avenue that costs, based on accurate time studies, would open up would be that nurserymen could actually put in an incentive pay system—the same as most manufacturing companies use today. Frankly, nurserymen have no conception of the additional amount of work that could and would be done by their field men if an accurate incentive pay system were put into effect in their nurseries. I predict that someday some up-to-the-minute nurseryman is going to realize that his business is not one iota different from a manufacturing business and he is going to apply its methods to his business. When this occurs you are going to see the start of a revolution in the nursery business, because the nurseries adopting these real busi-

FINISHED STOCK

Stricta Juniper, 18 to 24 ins.	\$1.50
Stricta Juniper, 24 to 30 ins.	1.75
Stricta Juniper, 30 to 36 ins.	2.00
Stricta Juniper, 36 to 42 ins.	2.25
Irish Juniper, 24 to 30 ins.	1.25
Irish Juniper, 30 to 36 ins.	1.50
Irish Juniper, 36 to 42 ins.	1.75
Irish Juniper, 42 to 48 ins.	2.25
Irish Juniper, 4 to 5 ft.	2.75
Ashfordi Juniper, 3 to 4 ft.	2.25
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Andorra Juniper, 18 to 24 ins.	1.50
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Andorra Juniper, 30 to 36 ins.	2.25
Savin Juniper, 18 to 24 ins.	1.50
Savin Juniper, 24 to 30 ins.	1.75
Savin Juniper, 30 to 36 ins.	2.00
Pfitzer Juniper, 24 to 30 ins.	1.75
Pfitzer Juniper, 30 to 36 ins.	2.25
American Arborvitae, 3 to 4 ft.	2.25
American Arborvitae, 4 to 5 ft.	3.00
Pyramidal Arborvitae, 3 to 3 1/2 ft.	2.25
Pyramidal Arborvitae, 3 1/2 to 4 ft.	2.50
Pyramidal Arborvitae, 4 to 4 1/2 ft.	2.75
Pyramidal Arborvitae, 4 1/2 to 5 ft.	3.25
Berckmans Golden Arborvitae, 18 to 24 ins.	1.75
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Baker's Arborvitae, 30 to 36 ins.	1.75
Baker's Arborvitae, 36 to 42 ins.	2.25
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Globe Arborvitae, 18 to 24 ins.	1.75
Chinese Globe Arborvitae, 15 to 18 ins.	1.50
Chinese Globe Arborvitae, 18 to 24 ins.	1.75
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ness methods will be able so to undersell the old-time nurseries (and actually make more money than ever before) that the nurseries with old-time methods will rapidly pass out of the picture.

Time study and methods procedures are just as applicable to the nursery business as a manufacturing business. It would, of course, be advantageous to have a time study man who was familiar with nursery work. However, a man with experience in both of these fields would be difficult to find. A good time study man, however, would be able to apply the fundamental principles of time study to the nursery business, the same as he applies them to the manufacturing business.

Tom Ackerman.

TEXAS ROSE FOUNDATION HOLDS QUARTERLY MEETING.

Thirty members attended the quarterly meeting of the Texas Rose Research Foundation, Inc., held at the Tyler chamber of commerce quarters August 2. Eldon Lyle, plant pathologist, discussed latest research on rose diseases, soils and insecticides. Copies of the new corporation charter, issued July 29 by the secretary of state of Texas, were passed for inspection.

George Harris, of C. R. Burr & Co., Manchester, Conn.; V. F. Fitzhugh, manager of the Tyler chamber of commerce, and his assistant, James Sexton, were guests and spoke briefly. Members of the association tentatively agreed to supply cut flowers and outline a tour of the rose fields as their part in Tyler's centennial celebration, which will probably be held in connection with the Texas State Garden Club's fall convention.

Membership applications of the following nurserymen were approved: J. S. Barron, Earl Ginn, J. D. Harris, Reliance Rose Nurseries, Plantation Rose Nurseries, R. P. Landrum and W. A. Carter & Son.

DUTCH BULBS ARRIVE.

The first imported flower bulbs of the season arrived at New York from the Netherlands on the S. S. Westerdam of the Holland-American line August 12. Forerunner of many others due to arrive within the next few months, the shipment consisted of 140 cases.

The New York public relations department of the Associated Bulb Growers of Holland estimates that this year there will be an export volume of 6,000 to 7,000 tons of bulbs, valued at \$5,000,000, which exceeds the normal prewar figure.

New Books and Bulletins

GUIDE TO SOUTHERN TREES.

Third in the Whittlesey House field guide series, "Guide to Southern Trees," by Dr. Ellwood S. Harrar, of Duke University, and Dr. J. George Harrar, now with the Rockefeller Foundation and formerly of Virginia Polytechnic Institute, has recently been published by the McGraw-Hill Book Co., at \$4.50. Botanical data are kept to the minimum for accuracy, and the text and illustrations make the book useful for popular field work. More than 350 species of trees native to Dixie are described in detail. The portion devoted to conifers is naturally less than that presenting the many broad-leaved species of the south.

Besides technical descriptive data are given notes of historical significance or unusual interest, as well as information on uses of the trees and

products derived from their parts. Useful keys, a glossary and a bibliography make this a handy reference volume for any person interested in the trees of our southern states.

BOOK ON GARDEN PLANS.

Into ninety-six pages, about 8 3/4 x 11 1/4 inches, has been put a great deal of information on garden planning for the amateur, by means of concise text and many sketches, in "Your Book of Garden Plans," by Norman A. Morris, landscape architect and head of the National Landscape Institute. This book, well printed on cream-colored paper and bound in green cloth, has just been published by the Garden Press, Los Angeles, Cal., at \$3.50.

The author provides for the homeowner or prospective home builder an understanding of the effects, good

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and bad, that may be achieved by plant materials. The need for planning the home grounds is stressed, and the way is paved for intelligent consultation with the landscape architect or nurseryman.

The book is cleverly conceived and, by sketches and brief paragraphs, gets across quickly ideas that are lengthily described in textbooks. Not only should it stimulate enlightened interest in home grounds planning, but it should be a good primer for nurserymen to recommend to their customers in order to facilitate their own conferences and transactions.

CHAPTERS ON GARDENS.

Articles on phases of garden composition and on plants most favored for inclusion are gathered from various authors in "A Garden for You," edited by Thomas C. O'Donnell, recently published by Robert M. McBride & Co., at \$4. Such a symposium contains useful information for guidance of the amateur. The illustrations, nearly 400 in number, add to the interest of this book of 160 pages, 9x12 inches, although printing by the offset process deprives the pictures of their fullest detail.

The opening articles are on design of the garden and features for its decoration. Gardens of various types are then discussed, plants of various types are presented and a series of articles on favorite plants of various classes concludes the fifty-odd chapters.

GARDEN BUILDING.

"Garden Planning and Building," by H. Stuart Ortloff and Henry B. Raymore, two landscape architects, was recognized as a book of much practical value to professional garden makers as well as amateur when it was first published in 1939. After being out of print some time, its appearance in a revised edition will be welcome. This is published by the American Garden Guild, Inc., and Doubleday, Doran & Co., at \$2.75, in a handsome blue cloth binding.

Its 282 pages include sixty sketches and drawings, many of full-page size, that add much to the value of the book. Its chapters treat of basic landscape design, grading and lawn making, drives and paths, designing the flower garden, design of the city lot and small suburban property, walls and fences, garden houses and other structures, water features, woodland and wild gardens, rock gardening, lighting, swimming pool specifications and game areas, soil fertility and,

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finally, the landscape architect and the client.

While the book is intended to instruct the amateur in an understanding of the principles and procedure of constructing beautiful home grounds, the detailed attention to the operations described makes it a useful book for the professional planter of only moderate training.

GUIDE ON OUTDOOR MUMS.

Those who grow chrysanthemums outdoors will welcome the publication of "Chrysanthemums — How We Grow Them Out of Doors," by members of the Portland Chrysanthemum Society and others, at \$1.50. This new book is the outgrowth of a small booklet originally published by the society in 1942, and it is believed to be the only book published dealing exclusively with outdoor culture of large chrysanthemums.

It contains nine articles by outstanding amateur growers and four by prominent authorities on soil conditioning, small varieties and diseases of chrysanthemums. The articles contributed by members are enthusiastically written and deal with such subjects as month-by-month care, growing of mums in pots, watering, protection of blooms, cascade mums and general mum culture.

The book contains more than 100 pages and is bound in white washable leather with the title and cover design stamped in gold.

COLD-STORAGE HOUSES.

Of special interest to nurserymen contemplating the erection of cold-storage houses, circular bulletin 143, entitled "Construction and Management of Farm Storages," has been issued by the agricultural experiment station at Michigan State College, East Lansing. The work of Roy E. Marshall, it outlines the technique of cold storage and provides information on the construction and management of several types of storage buildings. These are air-cooled storage, storage refrigerated with ice, storage refrigerated with mechanical equipment and modified atmosphere storage.

Advantages and disadvantages of these four types are discussed, and suggestions are given as to their construction, cost and management. Mr. Marshall believes that the most practical storage for those who can afford the initial expense is mechanically refrigerated storage, and the bulletin deals largely with this method.

Criteria for judging insulating and building materials are given. Suggestions are made on the insulation and installation of doors, floor and ceiling

construction and similar details. The 64-page pamphlet is illustrated with many photographic reproductions and diagrams.

"THE SEED INDUSTRY."

The third American industry to be featured in the projected series of seventy-five occupational monographs being published by the Bellman Publishing Co., Boston, Mass., is the seed industry. Written by Edgar J. Clissold, vice-president of Peter Hender-son & Co., Inc., "The Seed Industry" presents information on the various branches of this trade, from the wholesale grower, to the mail-order seed house, the jobber and the retailer. This is necessarily presented briefly in the space of a 48-page pamphlet.

Following a section devoted to the origin, history and development of the industry, Mr. Clissold describes the operations of the different types of seed firms, discussing at length those of the mail-order business, in-

cluding business office procedures, packaging, order filling, bulk storage and exporting. After a description of the functions of the advertising and catalog departments, the remaining pages are devoted to a listing of the various personnel required in the industry and the duties of each.

HIGHWAY SHORT COURSE.

A bound mimeographed report of the fifth short course on highway development has been issued by the Ohio state department of highways and the department of landscape architecture at Ohio State University. The course, which resumes a series interrupted in 1944 by the war, was held February 27 and 28 at Columbus.

A wealth of information is contained in the papers by leading highway and landscape authorities reproduced in the report, and many are illustrated with photographs and diagrams. For both those who did attend the course and those who did

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Savin Juniper, 18 to 24 ins.....	1.75
Baker's Arborvitae, 30 to 36 ins..	1.75
Berekmans Arborvitae, 24 to 30 ins.....	1.75
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Mugho Pine, 18 to 24 ins.
Black Hills Spruce, 18 to 24 ins.
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not, this report is in itself an excellent guide and refresher course.

Programs of previous highway courses and a registration list from the February meeting are interesting additions to the report.

Copies of this report are obtainable from Dallas D. Dupre, Jr., Ohio Department of Highways, Columbus 15, O., or Prof. Charles R. Sutton, Department of Architecture and Landscape Architecture, Ohio State University, Columbus 10.

BULLETINS RECEIVED.

Often an expensive, time-consuming and laborious task, land clearing can be made easier through the use of a bulldozer to remove small trees and brush. Compared to the cost of slashing and piling by hand, this method is cheaper; bulldozing can often be done at smaller expense than slashing costs alone. The bulldozer method of land clearing is explained by R. N. Miller, extension agricultural engineer, in cleverly illustrated bulletin No. 343 of the State College of Washington, Pullman, entitled "Land Clearing with a Bulldozer."

A pamphlet entitled "DDT, Its Use and Limitations," has been issued as circular 603 by the University of Illinois college of agriculture. The 8-page publication lists some general facts about DDT, warns prospective users of dangers in its application and gives specific information on the effect of the popular new insecticide.

DDT COMPATIBILITY CHART.

A compatibility chart illustrating the extent to which DDT insecticides will combine with other materials, including insecticides, fungicides, oils, adjuvants and inert ingredients, commonly used in pest control programs has been devised by the insecticide division of Geigy Co., Inc. The chart applies to Geigy DDT insecticides of dusting and wettable powder types. Nurserymen may have copies by writing to the Insecticide Division, Geigy Co., Inc., 89 Barclay street, New York 8, N. Y.

SAUNDERS PEONIES.

The hybrid peonies developed by Prof. A. P. Saunders have made a name for themselves as outstanding, and lavish praise is given them in the August issue of the Morton Arboretum bulletin of popular information. They have been tested in a collection at the arboretum for five years; of those tried, thirteen named varieties are briefly described. These represent some heretofore unknown colors in peonies, in huge single, semi-double and double forms.

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On and Off the Nursery

By L. C. Chadwick

PRUNING SHADE TREES.

The production of good shade trees starts with their management in the nursery. This includes the proper selection of soils, proper drainage, avoiding open exposures to prevailing winds, especially for fast-growing types; proper spacing, fertilization, cultivation, training and pest control. The average planting distance for the production of small trees is 4-foot rows and two to three feet in the row. Some trees that have a tendency to become bushy should be planted closer in the rows. For the production of trees of larger sizes in the nursery, spacing should be ample, and 4x8 feet is recommended.

The development of straight trunks and proper tops starts early in the nursery. Some types, such as soft maples, which fail to develop straight trunks may be aided by cutting the plants to the ground the second spring after planting. As soon as the suckers develop around the base, remove all of them except the strongest one. Such a practice will force a rapid growth and a good straight trunk. Usually staking will be necessary with trees handled in this way. Some growers make the practice of staking small trees of almost all types. Less wind injury and straighter trunks are the result of this practice. Other types of trees which do not need cutting back should be gone over, the branches desired selected and partially cut back and the others removed. This will tend to force the growth into height rather than spread.

Throughout the first few seasons in the nursery attention will need to be given to the development of a straight trunk, the proper spacing of branches and the development of caliper. When the side branches are removed from the lower part of the tree allow the small twigs and leaves to remain. This practice aids in a quicker healing of the wounds and in caliper increase. These small twigs can be left on until their removal would leave noticeable scars, or until they have reached the size of a lead pencil or a little larger.

Some growers follow the practice of cutting the trees back to poles when they are transplanted in the nursery. This practice may result in a more satisfactory stand and will allow the proper selection of side branches as they develop. Forking or poor crotch development should be avoided and root pruning practiced every two or three years.

Top pruning of shade trees in landscape plantings is required for a number of reasons: (1) It may be necessary to modify the shape of the tree to fit a particular need, such as the proper framing of a house or vista. By systematic pruning it is possible to divert the new growth in the desired direction. (2) To maintain a symmetrical and shapely plant. The normal habit of growth of the tree should be maintained, such as the spreading habit of hawthorns and upright and central leader habit of the pin oak. Such pruning is done for the most part when the plants are young. (3) To improve the structure of the tree by avoiding the development of poor crotches and crowded branches. Here, again, attention should be given to young plants. (4) To prolong the life of the tree by removing injured, diseased or deadwood. Any limbs that have been injured by storms or otherwise should be cut back to sturdy, healthy growth.

According to recent experiments, it

would seem that the best time to prune shade trees is just previous to the most active growth period, or from about February 1 until growth starts. If all trees cannot be pruned at this time, especially those with delicate bark, those lacking in vigor or those especially valuable should be given attention. When pruning is done during this period wound gum develops quickly and wound healing is rapid. Diseased or infested wood will be removed before spores or other pests, disseminate, thereby lessening the possible future attacks of insects and diseases. Since the plants are dormant during this period, it allows the use of strong sprays which will act as a disinfectant and a wound dressing for the small wounds that would otherwise be impractical to treat.

A RETURNED veteran entering the nursery field, John F. Benson, has opened the Arlington Nursery at Reno, Nev. Dorothy P. Benson is co-owner.

THE Cross-Allen Nursery, at Petal, Miss., was started recently by W. W. Cross and E. G. Allen, two ex-GI's, who will specialize in azaleas and camellias.

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To the wholesale trade we offer the following varieties of small fruit plants for delivery after October 15. All prices F.O.B. shipping point.

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STANDARD VARIETIES	Per 100	Per 250	Per 1000
Blakemore, Dunlap, Aroma.....	\$1.25	\$ 2.50	\$ 7.50
Klondike, Missionary	1.40	2.75	8.50
Klonmore, Premier, Fairfax, Catskill.....	1.50	3.00	9.50
Tennessee Supreme, Tennessee Shipper.....	1.60	3.10	10.00

EVERBEARING VARIETIES

Progressive	1.75	3.40	12.00
Gem, Mastodon, Evermore.....	2.50	5.50	17.00
Gemzata	4.00	9.00	25.00
Streamliner	6.50	12.00	40.00

CANEBERRIES

Youngberry	6.00	14.00	50.00
Regular Boysenberry	6.50	15.00	55.00
Thornless Boysenberry	7.50	16.00	60.00

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Raspberries, Red and Black
Grape Cuttings
The above in quantity lots.

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PROGRAM HIGHLIGHTS OF CALIFORNIA CONVENTION.

According to word received from Jack McDonnell, chairman of the committee which is arranging the convention of the California Association of Nurserymen, several prominent speakers will address the gathering September 24 and 25. R. P. White, executive secretary of the American Association of Nurserymen, will attend the meeting and will present several things of great importance to the California industry.

A timely talk on "Merchandising" will be given by Fred Schied, merchandise manager of Enos department store, Sacramento.

Russell Pierce, manager of the J. Walter Thompson Advertising Agency at San Francisco, will talk on association advertising and its benefits to groups such as the California Association of Nurserymen. This is a subject which Jack Lincke, executive secretary, intends to present to the directors during the pre-convention meeting September 23.

John Armstrong, Ontario, will address the gathering on the outstanding phases of the recently held Miami Beach convention of the American Association of Nurserymen.

In addition to the above there will be several humorous events presented, among them "Fun in Gardening," by Robert Sacks, a stuttering genius.

According to the convention committee, all visitors excepting association directors will be housed in the Leamington hotel, Oakland.

September 24, the entertainment committee has arranged a cocktail party and dance at the Claremont hotel, Berkeley, and on the evening of September 25 will stage the main banquet.

Mr. McDonnell has extended a special invitation to all nurserymen's wives and is urging them to attend the convention. He would more than appreciate receiving letters from them indicating what they would like in the way of entertainment and diversion. The state office would like to urge all nurserymen to ask their wives to send this information to Jack McDonnell, 5146 Telegraph avenue, Oakland, Cal.

The convention committee states that the volume of reservations being received weekly indicates that this will be one of the most heavily attended conventions in association history. With travel restrictions removed, it is anticipated that a majority of the association's membership will be in attendance.

It is necessary to point out, however, that because of heavy travel

WE OFFER FOR 1946-47 SEASON

RED RASPBERRY, No. 1 Suckers and Transplants. Specializing in Indian Summer, Taylor and Chief. We can at last offer the Indian Summer Everbearer in quantities to warrant your featuring them to your trade.

BLACK AND PURPLE RASPBERRY, best varieties in No. 1 tips.

GRAPEVINES, all common varieties in 2-yr. No. 1 and 1-yr. No. 1.

BLACKBERRIES, CURRANTS and other small fruit plants.

H. E. CONGDON NURSERY
North Collins, N. Y.

To The Wholesale Trade

We have the following items to offer:

Apple, 1 and 2-year-old

June-budded Peach

Lining-out Peach

Pear, 1 and 2-year-old

Plums, Apricots and Damson

We welcome inquiries, and let us furnish your needs.

FRAZIER NURSERY CO.
Box 1 Smithville, Tenn.

BLUEBERRY PLANTS

are our specialty
1, 2 and 3-yr.-old

Special prices in
Wholesale Lots for
Fall Delivery

Write for prices to the

AIRLINE BLUEBERRY FARM
606 Butterfield Drive
EAST LANSING, MICH.

TO THE NURSERY TRADE

Please write for your 1946 and 1947 price list on Evergreens, Flowering Shrubs, Vines, General Lining-out Stock of all kinds and all kinds of Christmas Decorations. We furnish all.

JOHNIE MCCARVER & SONS
Box 487 McMinnville, Tenn.

R H U B A R B

Chipman's Canada Red
25,000 No. 1. divisions

BASS NURSERY
Chadron, Neb.

and the large number of businessmen visiting the bay region, it is highly important for everyone to send in his reservation at the earliest possible date. Be sure to send these directly to Jack McDonnell and not to the association's state office.

Jack Lincke, Sec'y.

LOS ANGELES CHAPTER BOARD MEETING.

Members of the board of directors of the Los Angeles chapter of the California Association of Nurserymen met at the home of President Stuart Henson at Buena Park July 31, following a barbecued steak dinner.

Those present were Stuart F. Henson, president, and the following chapter directors: Lyman Merrick, Thomas Edwards, James Perry, J. L. Mossholder and George Matson. Homer Bonillas, chairman of the chapter's labor relations committee, Jack Lincke, executive secretary of the state association, and his secretary, Miss Florence Thoraldson, also attended.

In view of the fact that all of the elected chapter officers are extremely busy, and because of past experience in other chapters, it was decided by the directors that chapter business affairs could be handled more rapidly and efficiently if the chapter employed a qualified individual to handle its secretarial work. Miss Thoraldson was therefore employed to manage the chapter's correspondence and other business functions.

The chapter's nominating committee selected the following candidates for chapter offices: Homer Bonillas, president; James Perry, vice-president, and Ardy Babajian, secretary-treasurer. For the board of directors the following selections were made: Thomas Edwards, Paul Moulder, Thomas Tomlinson, Richard Westcott and Harold Rosedale.

The Kellogg Supply Co. and Brentwood Berry Gardens were accepted as new members. Mr. Henson requested that the bylaws committee attend the next regular meeting two hours early for the purpose of drafting a new set of chapter bylaws.

Jack Lincke.

L. J. LARSON is proprietor of the Florida Landscape Service, Winter Haven, Fla. This is a new firm which will specialize in the growth of ornamental stock.

SPECIALIZING in exotic plants, Tropical Arts, Orlando, Fla., has been in the nursery business for the past twenty-two years. M. B. Foster is owner of the firm.



CARSCALLEN NURSERY LABEL COMPANY

ALUMINUM LABELS

We have just produced a new plant label made of aluminum. It is sturdy, bright, and will not tarnish. Dress up your plants with good looking labels—Your name and address printed in 3 lines—1000 \$6.00, 5000 \$27.50, 10,000 \$55.00—

F.O.B. Pasadena—30 days delivery.

Carscallen Nursery Label Company
65 West Union, Pasadena, California

5% Discount
If Check Comes
with Order.

SOME ITEMS WE OFFER FOR 1946-1947

Fruit Trees in Variety

Seedlings—Apple, Pear, Shade Trees

Dwarf Fruit Trees	Chestnuts	Espalier Trees
Filberts	Grapes	Small Fruits
Shade and Flowering Trees		

Shrubs—Deciduous and Broad-leaved
Conifers Vines

Catalog ready in September.

Retail catalogs in color available to the trade at cost.

40-page general catalog, 30c.

32-page bulb and rose catalog, 25c.

RICH & SONS NURSERY

Route 4

Hillsboro, Ore.



SHERWOOD NURSERY CO.
EVERGREENS - Propagators & Growers
141 S. E. 65th Ave., PORTLAND 16, ORE.

NOTICE

Limited production makes it impossible to book orders for new customers.

HOWARD ROSE COMPANY
Hemet, California

PACIFIC COAST NURSERY

2244 N. Skidmore Ct.
Portland 11, Oregon

Pioneering Seedling Growers on the Pacific Coast since 1914.

Specializing in Fruit Tree Seedlings, Angiers Rooted Quince Cuttings, and Rooted English Privet. Norway Maple, 3-yr., and E. W. Birch, 3-yr. bra.

We have a surplus of Apple Seedlings, straight and branched, that are very nice. We have a nursery in Oregon and one in Washington, and we will appreciate it very much if any nurserymen coming from any part of the U. S. to the West will stop and visit us. We will be glad to take our time and show them our nursery and places of interest.

John Holmason & Sons, Props.

BALED SHINGLE TOW

(CEDAR SHAVINGS)

WM. A. JOHNSTON

408 Postal Bldg., Portland 4, Ore.



SHINGLE TOW

(Baled Cedar Shavings)

MONARCH SHINGLE CO.
P.O. Box 37 North Portland Ore

PHONY PEACH AND PEACH MOSAIC INSPECTIONS.

The results of the annual cooperative federal-state inspection of stone fruit-growing nurseries and their environs in the areas regulated by state phony peach and peach mosaic quarantines were even more favorable than those of 1945, according to Richard P. White, executive secretary of the American Association of Nurserymen. Of 358 commercial nurseries inspected, only twenty-eight were found to have infected trees. All except four of these removed such trees, thus becoming eligible for certification.

In addition to nurseries and their environs, forty-four budwood sources were also inspected in the mosaic-infected states. All but one met the certification requirements. While California nurseries were inspected, they are not included in the report since shipment of host nursery stock from their regulated areas is prohibited.

WHITE-FRINGED BEETLE QUARANTINE HEARING.

A public hearing was called for September 12 at Washington, D. C., by the United States Department of Agriculture to consider placing Georgia and South Carolina under federal quarantine for the white-fringed beetle, recently found in those states. This insect was first reported as occurring in the United States in 1936, and after the required public hearings Alabama, Florida, Louisiana, Mississippi and North Carolina were placed under federal quarantine.

Since the white-fringed beetle may be carried through movement of soil and certain other materials, the quarantine restricts or prohibits the interstate movement of these materials from points within the regulated area. Both the larvae and adults of this insect feed on a wide range of plants and can be destructive to many important crops.

1 carload specimen Dwarf Boxwood 18 and 24 ins.
Tree Hedge Box, 24 to 30 ins. and smaller.
100 Parneyl Cotoneasters
150 English Yew, 4 to 5 ft.
150 Native Azaleas
100 Euonymus Japonica
400 Named varieties of Rhododendrons
300 Nandinas
300 Green Aucubas
Plenty of fine Camellias and other fine shrubs.

The above listed are all landscape size

F. A. DOERFLER & SONS
Salem, Ore.

PORTLAND WHOLESALE NURSERY CO.

306 S. E. 12th AVENUE Avery H. Steinmetz PORTLAND, OREGON

Quality Stock

CONIFERS AND BROAD-LEAVED EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
VINES AND BULBS
PORTLAND ROSES

Very sorry, no catalog this fall.

We plan, however, to send out occasional lists during the fall and winter covering stock still available.

Write for our Catalog

A. MCGILL & SON

FAIRVIEW, OREGON

Wholesale Only

GOOD WESTERN-GROWN NURSERY STOCK

Fruit Tree Seedlings
Flowering Ornamental Trees
Shade Trees

Grown right and packed right.
Combination carloads to Eastern distributing points will save you on freight.

MILTON NURSERY CO.

A. Miller & Sons, Incorporators
MILTON-Since 1878-OREGON

OUR SPECIALTIES

Growers of
General Line of
Nursery Stock.

Oregon and Oregon-Grown
Apple and Pear Seedlings,
Angers Quince Rooted
Cuttings.

Combination Carloads to Eastern distributing points at minimum freight cost.

DOTY & DOERNER, Inc.

6691 S. W. Capitol Highway

Portland 1, Oregon

*Wholesale Growers
of
General Nursery Stocks*

AS ALWAYS— OREGON'S BEST SOURCE of GOOD ROSES

Limited crops reserved for
established customers.

PETERSON & DERING

*Wholesale Rose Growers
Scappoose, Oregon*

DEL RANCHO FORTUNA

FRUIT TREES and GRAPEVINES

P. O. Box 548
McFARLAND, CAL.

If it's APPLE or PEAR
SEEDLINGS or Chinese
Elm Seedlings you want,
write us.

Dependable growers
of quality stock.

WASHINGTON NURSERIES
Toppenish, Wash.

TEXAS POST TO DE WERTH.

The appointment of A. F. DeWerth to the post of assistant professor and head of the department of floriculture at Texas A. & M. College was announced recently by Prof. F. W. Hensel, head of the department of landscape art at the college. Mr. DeWerth, who will take immediate charge of the year-old department, has lately been with the John M. Eisler Nurseries, Butler, Pa.

Prior to his four years' service in the army, Mr. DeWerth acted as director of the Phipps conservatory, Pittsburgh, Pa., an establishment of 350,000 square feet of glass. While at Pittsburgh, he was also horticulturist for the city park system and garden editor of the Sun-Telegraph. He holds a bachelor's and a master's degree in floriculture, both from Ohio State University, and has begun work toward a doctor's degree.

Mr. DeWerth has had considerable experience in the practical phases of his subject, having been employed by several Ohio and Pennsylvania greenhouse firms earlier in his career.

TREAT FOR ELM DISEASE.

The elms on the New Haven green are being used as guinea pigs by plant pathologists of the Connecticut agricultural experiment station in cooperation with the New Haven park department to test the efficiency of an experimental treatment for Dutch elm disease.

Some of the trees are receiving applications of oxyquinoline benzoate, an organic chemical. The treatment has given promising results in protecting seedling trees in the greenhouse and nursery row.

Two methods will be used. In the first, the chemical will be watered on the soil so that it reaches the feeding roots of the tree and is taken up into the water-conducting system. The second method makes use of a sub-surface high-pressure nozzle which will penetrate about eighteen inches below the surface of the ground. This forces the liquid out at about 600 pounds' pressure.

Dr. George A. Zentmyer, formerly one of the station pathologists, did much of the preliminary work. He found that the Dutch elm disease fungus produces its effect by liberating a poison which is directly responsible for the wilting and dying of elm foliage. In the laboratory, Dr. Zentmyer showed that certain oxyquinoline compounds counteracted the effect of this poison on elm twigs.

Subsequent work was done in the field with small elm trees which were

WANT ADS

Help and Situation Wanted and For Sale advertisements.

Display: **\$2.50** per inch, each insertion. Lines: **20¢** line; minimum order **\$1.00**

3 MEN WANTED

A fast-growing, well established nursery has openings for a landscape man, a planting foreman and a grower. Give experience in first letter.

SHAWNEE NURSERIES & LANDSCAPE CO.
7300 West No. 50 Highway
Shawnee, Kansas

HELP WANTED

Young man for assistant propagator on wholesale nursery stock, specializing in grafted hybrid Rhododendrons, Taxus, grafted Junipers, Azaleas, etc. Permanent position.

KOSTER NURSERY
Bridgeton, N. J.

HELP WANTED—Experienced nurseryman for next year to take over management, must be capable in every respect. Reference required. Modern living quarters furnished. Young man or Vet preferred. Write to W. L. Martin, Box 328, Eagle Grove, Ia.

HELP WANTED—Apprentice to learn propagation and growing of lining-out stock and management of propagation nursery. Prefer some experience or/and horticultural schooling. If veteran, will train under G.I. bill benefits plus small apprentice wage. Teacher born in Boskoop, Holland, nursery center of the world. Nursery on Long Island, N. Y. Address Box 463, care of American Nurseryman.

HELP WANTED—We have an opening for one or two ambitious, unmarried young men who have an earnest desire to learn to propagate the finer types of nursery stock. We will employ as apprentices for one or two years with a possible offer of steady employment following. This year we are celebrating a quarter of a century of propagation at our present location. When writing, please give us sufficient information about yourself, education, past experience and intentions. JOHN VERMEULEN & SON, INC., Westbury, L. I., N. Y., Westbury 328.

inoculated with the disease. Enough of these trees failed to show symptoms of the disease to encourage further work. The trees inoculated do not resist infection of the fungus, but counteract its poison in such a way that the tree does not show symptoms of the disease.

LIMITS USE OF NAME.

The right of a businessman to trade under his own name is not always absolute, but may be limited by the fact that someone else is already using it, Judge George A. Welsh ruled in the district court at Philadelphia, November 4. Only if the owner of the name can prove a right to do so may he go on using it for business purposes, the jurist declared.

His opinion was handed down in the suit filed by the D. Landreth Seed Co., Bristol, Pa., one of the nation's oldest seed firms, to restrain its former president, David Landreth, also of Bristol, from using his own name in a similar business he established after he left the company in April, 1941. The original firm was founded 160 years ago by Mr. Landreth's great-grandfather, David Landreth.

FOR SALE

A fine opportunity to purchase a well established nursery on a highly traveled highway in the Canton metropolitan area. The property consists of 13 acres of nursery stock with large greenhouse, storage buildings, barn and 8-room house. Priced at \$37,500.00 completely equipped.

For full details write

THE T. K. HARRIS AGENCY CO.
127 Second Street, N. E.
Canton, Ohio

FOR SALE

Myers Power Spray outfit, skid-mounted, 200-gal. tank; 6-horsepower engine. In good running condition. Write: STEWART H. WILLSON, 1087 Enfield Street, Thompsonville, Conn.

PARTNER WANTED—for very profitable nursery and floral business in southern Texas. Too big for one man. Unlimited opportunity for expansion. Only an energetic, reliable man with nursery, floral or landscape experience will be considered. He may buy a substantial interest in the business, but must be willing to work a month or so on salary first, and agree to a thorough investigation. Address Box 459, care of American Nurseryman.

FOR SALE—3-acre mail-order nursery, in good location; evergreens, shrubbery, vines, fruit trees, glads, dahlias, cannas and other items; retiring. HOME NURSERY, Liberal, Mo.

FOR SALE—Page's Greenhouse & Nursery, with 4½ acres.
PAGE'S GREENHOUSES
Staunton, Ill.

WANTED TO BUY—Small cash-and-carry nursery with modern residence; Ohio, Pennsylvania, Kentucky or Tennessee; or would consider substantial interest in larger operation. Address Box No. 461, care of American Nurseryman.

The corporation contended its former president was engaging in unfair competition by using the Landreth name for a business he established near by. The defendant sought dismissal of the suit on the legal contention that the law gives him the "absolute right" to use his own name. Judge Welsh ruled the defendant might make an attempt to prove his right to use the name in further proceedings.

HORTICULTURAL REALTY CO.

135-39 Northern Blvd. FLUSHING, L. I., N. Y.

Realtors to the Floral Trade

GREENHOUSE PROPERTIES FLOWER SHOPS, NURSERIES

List your property with us
for prompt results.

PEACH PITS

1946 Lovell

1 to 4 bushels.....	Per bu. \$3.00
5 to 24 bushels.....	2.85
25 to 99 bushels.....	2.75
100 bushels or over.....	2.50

F.O.B. Cleveland, Tenn., or some point yet to be selected in Texas, Arkansas, Michigan and New York state. In good bags. Terms cash. Order now. Pits are scarce.

Also 1-yr. Apple Graft Whips, 2-yr. Apple, 1-yr. Peach, June-budded Peach, Plum and Apricot. 5-N-1 Apple, Pear, Peach. Combination Fruit Tree, Plum-Peach-Apricot. Send want list for quotations.

5000 Stuart budded or grafted Pecans, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft. and 5 to 6 ft. 10,000 Stuart seedling Pecans, not budded or grafted; stocky, smooth trees.

Write for prices. State grades and quantities wanted.

GROW CONTRACTS

June-budded Peach, Plum, Apricot and Nectarines, delivery 1947. One-year Peach, Plum, Apricot and Nectarines, delivery 1948. Peach Seed planting time is here. Can give the most advantageous contract prices before pits are planted.

TENNESSEE NURSERY CO.

Box 1, Cleveland, Tenn.

GLADIOLUS BULBS

By the 100, 1000 or Million.

We grow the following:

Aladdin	Marg. Fulton
Algonquin	Marg. Beaton
Beacon	Picardy
Gardenia	Snow Princess
Bit o' Heaven	Vagabond Prince
Blaze	

We also grow many of the newer varieties, such as White Gold, Leading Lady, Buckeye Bronze and Golden Teton.

Catalog ready in December. A postal card will put your name on our mailing list.

CUTLER & VENNARD NURSERY

Box 394 Sioux City, Ia.

PRONOUNCING DICTIONARY

of Plant Names and Botanical Terms

64 pages 3000 names

25 cents per copy

AMERICAN NURSERYMAN

343 S. Dearborn St. Chicago 4, Ill.

PEACH PITS

THE
Howard-
Hickory
Company

Hickory, N. C.

PEACH BORER CONTROL.

Masses of gum mixed with sawdustlike refuse at or near the base of a tree reveal the presence of peach borer infestations. The injury itself may extend above the ground line for ten or twelve inches and below the ground line, along the main roots, for as much as eight inches.

The borer, one of the most destructive of all the insects that attack peach trees, occasionally becomes a serious pest of plum and cherry trees. The caterpillar is a yellowish-white or cream color with a dark brown head and, when full grown, is about one and one-half inches long.

The adult moth deposits large numbers of eggs on the trunks of the trees, on trash or in crevices in the ground near the trees. The young borers that hatch from these eggs tunnel through the bark into the growing tissues of the trees. Trees of all ages, from nursery stock to those 10 or more years old, are attacked.

Paradichlorobenzene gives best control of peach borer infestations if applied in the fall when the soil is neither too warm nor too cool. If the temperature is too high, the chemical volatilizes too rapidly and may injure the tree and be less effective because it dissipates too rapidly. If it is too low, volatilization or vaporization will be too slow, and the amount of the gas formed too little to be effective. The chemical is ineffective when the temperature drops much below 60 degrees.

Paradichlorobenzene vaporizes slowly at ordinary temperatures, forming a gas that is appreciably heavier than air. Packed soil prevents the rapid escape of the gas, which being heavier than air, reaches the borer larvae or caterpillars inside the trunks of the trees, usually at or near the ground line. Mounds should be removed after four weeks.

If fall application is neglected or ineffective, spring treatment should be made. Spring applications should be made as soon as the ground becomes warm—at least 60 degrees.

THE Danielson Nursery & Greenhouse firm has moved to new quarters on highway 8, south of Iron Mountain, Mich. Irving and Robert Danielson, brothers, who purchased the business after returning from the armed services, have built several new buildings of concrete blocks, moved one greenhouse from the old location and constructed one new greenhouse. The new shop has ample space for a display room, workroom, garage and boiler room.

1946 Crop California Lovell

Peach
Pits



Used and recommended by leading nurseries of United States. 4,500 seeds per bushel; uniform, high germination—outstanding vigor and growth. Sacked in good bags.

ORDER NOW—All seeds F.O.B. following places. Stephenville, Texas; Tyler, Texas; Amity, Arkansas, or McMinnville, Tennessee. Your order shipped from nearest point.

Sample on request. Terms Cash

No. Bushels	Per Bushel
1 to 5.....	\$3.00
6 to 24.....	2.85
24 to 99.....	2.75
100 bu. and up.....	2.50

Address all orders to Wolfe's Nursery, Stephenville, Texas.

Wire, Phone or Write.

Wolfe's Nursery

STEPHENVILLE, TEXAS

MYROBALAN SEED

LOVELL PEACH PITS

Nation's Leading Source

Write today for quotations.

California
NURSERY COMPANY
Niles, California

Send for Our Seed List.

A. B. C.

"Supreme" Quality

SEEDS — PLANTS — BULBS

and

Growers' Accessories

AMERICAN BULB CO.

1335 W. Randolph St. CHICAGO 7
31 W. 27th St. NEW YORK 1

SEEDS

Collectors of Tree, Shrub and Wild Flower Seeds

Crude Drugs and Ornamentals

E. C. MORAN Stanford, Mont.

CLASSIFIED ADS

Five lines, \$1.00,
each additional line 20 cents,
per insertion.

BERRY PLANTS

Pixwell Gooseberries, 2-year, No. 1, 40c each, by 100 or 1000.
Pixwell Gooseberries, 2-year, No. 2, 25c each, by 100 or 1000.
Ruddy and Latham Raspberries, $\frac{3}{4}$ to $\frac{5}{8}$ -in. and up, \$50.00 per 1000.
New Minnesota No. 1118 Strawberry, to be named this fall, \$50.00 per 1000.
10 per cent off for cash with order.
SCHWAB FRUIT FARM & NURSERY,
220-N. 5th St., Mankato, Minn.

CERTIFIED RASPBERRY PLANTS

Per 100 Per 1000
Indian Summer, No. 1, \$6.00 \$50.00
Taylor, No. 1, 6.00 50.00
Chief, No. 1, 5.00 40.00
Chief, No. 2, 3.75 27.50
Sunrise, No. 1, 5.00 40.00
Sunrise, No. 2, 3.75 27.50
No charge for boxing.

BAKER'S NURSERIES, Hoosick Falls, N. Y.

Strawberry Plants—Klondike, Dunlap, Aroma, Blakemore, Missionary, \$1.15 per 100; \$2.50 per 250; \$4.50 per 500; \$8.00 per 1000. Tennessee Shipper, Tennessee Supreme, \$1.25 per 100; \$2.75 per 250; \$5.00 per 500; \$9.00 per 1000. Progressive or Gem Everbearing, \$1.35 per 100; \$3.25 per 250; \$6.00 per 500; \$11.00 per 1000. Shipped prepaid.
HYSINGER NURSERIES, Cleveland, Tenn.

CHIEF RED RASPBERRY PLANTS—Fall 1946 delivery. Top grade, \$45.00 per 1000; No. 1, \$35.00 per 1000; No. 2, \$25.00 per 1000. Delivery Oct. 10 to Nov. 1. Strong, hardy, well rooted northern Minnesota-grown stock.
THIEF RIVER FALLS NURSERIES,
Thief River, Minn.

Stocky, well rooted STRAWBERRY PLANTS. Aroma, Blakemore, Klondike, Dunlap, Premier, \$6.00 per 1000. Mastodon Everbearing, \$7.00 per 1000. F.O.B. McMinnville, Tenn. SAM PACK & SONS, R.F.D. 5, Smithville, Tenn.

BULBS

WHOLESALE PRICES OF CANNA BULBS.
\$6.00 per 100, \$50.00 per 1000

Hungaria, tall, pink; Wyoming, yellow; King Humbert, red; Yellow King Humbert, yellow; President, red; Pennsylvania, orange and red.

FALL WHOLESALE PRICE LIST
ON HOLLAND BULBS

DARWIN TULIPS, 11 to 12 cm., \$5.00 per 100

Bleu Aimable, violet-blue

William Pitt, red

La Tulipe Nole, brownish-black

Helen Eakin, white

Dresden China, light rose

Rose Copland, bright rose-pink

Sunkist, yellow

Pride of Haarlem, red

Maacotte, salmon-orange

Afterglow, apricot and orange

Bartigon, red

Yellow Giant, yellow

William Copland, lavender

HYACINTHS, 16 to 17 cm., \$12.50 per 100

Gertrude, pink

L'Innocence, white

Blamark, blue

City of Haarlem, yellow and orange

King of the Violets, purple

CROCUS, \$2.00 per 100

King of the Blues, blue

King of the Whites, white

Golden Yellow, yellow

Striped Beauty, blue and white

BENTON COUNTY NURSERY CO.,
Rogers, Ark.

DOUBLE TIGER LILY BULBS

Per 100

3 to 4-in. circumference, \$ 6.50

4 to 5-in. circumference, 8.50

5 to 6-in. circumference, 10.00

6 to 7-in. circumference, 15.00

THE EVERGREEN NURSERIES, Lowell, Ind.

DAFFODIL BULBS for fall planting. Old-fashioned mixture (not labeled), 10 for \$1.00. Limited supply King Alfred, 5 for \$1.00. Postpaid. NARCISSUS NURSERY, Flora Webster, Prop., R. D. 2, Genesee, Pa.

BULBS. Paper White Narcissus, jumbo size, \$3.00 per 100. Jonquilla, Daffodils, \$1.00 per 100; \$12.00 per 1000. F.O.B.
WISE NURSERY, Wadley, Ga.

EVERGREENS

AMERICAN ARBORVITAE.
I have a block of fine specimen plants of American Arborvitae, 3 to 4 ft. and 4 to 5 ft., 75c per foot.

STATE ROAD NURSERY,
State and Sprout Roads, Route 1, Media, Pa.

LINING-OUT STOCK

Immediate shipment.

Per 100 Per 1000
Abelia grand., 10 to 12 ft., X, \$10.00 \$90.00
Irish Juniper, 4 to 6 ft., X, 12.00
Irish Juniper, 6 to 8 ft., X, 15.00
Irish Juniper, 10 to 12 ft., X, 30.00
Hemlock, 6 to 8 ft., X, 15.00
Hemlock, 8 to 10 ft., X, 25.00
Retinospora plumosa,
4 to 6 ft., X, 15.00
Retinospora plumosa,
rooted cuttings, 7.00
Retinospora squarrosa veitchi,
rooted cuttings, 7.00
Retinospora squarrosa veitchi,
4 to 6 ft., X, 15.00
Globe Arborvitae,
rooted cuttings, 8.00 75.00
Pyramidalis Arborvitae,
rooted cuttings, 8.00 75.00
Retinospora obtusa crispal,
rooted cuttings, 8.00
Taxus cuspidata,
rooted cuttings, 10.00 90.00
Taxus baccata repandens,
rooted cuttings, 10.00 90.00
Inquire about Taxus capitata.

ESHAM'S NURSERIES
Frankford, Del.

SEEDLINGS Age Size Per 1000
Banks Pine 2-yr. 4 to 6 ins. \$15.00
Banks Pine 3-yr. 5 to 12 ins. 20.00
Pitch Pine 2-yr. 3 to 6 ins. 15.00
Pitch Pine 3-yr. 6 to 15 ins. 18.00
Pitch Pine 4-yr. 8 to 20 ins. 20.00
Ponderosa Pine 2-yr. 3 to 5 ins. 15.00
White Pine 2-yr. 3 to 5 ins. 20.00
Colorado Bl. Spruce 4-yr. 4 to 8 ins. 30.00
Engelmann Bl. Spruce 3-yr. 3 to 5 ins. 25.00
Douglas Fir 2-yr. 3 to 6 ins. 20.00
TRANSPLANTS Age Size Per 1000
Banks Pine 1-1 3 to 5 ins. \$15.00
White Pine 2-1 3 to 5 ins. 22.00
Colorado Bl. Spruce 2-1 3 to 5 ins. 40.00
Colorado Bl. Spruce 2-2 4 to 8 ins. 60.00
Norway Spruce 2-1 3 to 6 ins. 35.00
White Spruce 2-1 3 to 6 ins. 30.00
SAM E. BLISS, Shelton, Pa.
C. B. C. Nursery Agent

Brown's Yew and Spreading Japanese Yew.
4-year-old, twice transplanted, average 10 to 12-in., bed-run, \$50.00 per 100.
Potted 2 1/2-in. Rose pots.
\$17.50 per 100, \$150.00 per 1000.
Fall delivery.

HENRY NURSERIES, Henry, Ill.

EVERGREEN LNERs.
Good assortment of seedlings and transplants in sizes up to 15 inches. List on request.

BRADEN NURSERY
South Windham, Maine.

SPECIMEN TAXUS

See my Ad in this issue for some beautiful specimen Taxus. Also write or call about other specimen Magnolias, etc. Westbury 328. JOHN VERMEULEN, Westbury, L. I., N. Y.

VINCA MINOR (Myrtle), 5 to 9 ins., field-grown, ready for landscaping. \$10.00 per 100 clumps. State and federal inspection.

SYLVANIA NURSERY & PEAT CO.,
New Galilee, Pa.

GRASS SODS

We again solicit, after four years' absence, your GRASS SODDING contracts. No job too large or too small for us to handle.

ABBOTT'S GARDEN SERVICE
Box 208, Flushing, N. Y.

HARDY PLANTS

Field clumps HARDY ENGLISH CHRYS-ANTHEMUS: Adoration, Alpink, Alfreton Beauty, Alcade, Bronze Frieda, Coppelia, Cerise, Conqueror, Daily Express, Dorothy McGuire, Elite, Frieda, Hillcrest Yellow, Hillcrest Red, Memon, Morning Glow, Mrs. Percy Beer, Mrs. J. H. Milner, Nuthatch, Primrose, Pink Reward, Pink Profusion, Red Matador, Pink Princess, Salmon Precose, Snowball, Sunlit, Tiger, Nellie Richardson, Polly, Reveille, 50c each; rooted cuttings, 20c each. Alexander Mason, Avondale White, Belle Mauve, Border White, Crimson Buttercup, Early Ace, Eldorado, Egypt, Gold Standard, Gladiator, Henry Sutcliffe, Jean Harlow, Le Pactole, Leda, Mrs. C. D. Dr. Mrs. Pattie, Maryland Dome, Maryland Bronze, Sandy Ritchie, Vulcan, Yellow Gown, 40c each; rooted cuttings, 15c each.
Other hardy Mums: Amber Glow, Rodell, Algonquin, Red Gold, Red Riding Hood, Chippewa, Avlanche, Mrs. Hastings, Burgundy, Harbinger, Autumn Lights, Mrs. Zeeman, Robert Brydon, Solid Gold, 35c each, rooted cuttings, 10c each.
Rodell, Clara Curtis, Yellow Anemone, Ruby, Silver Ball, Sioux, Sandra, Vivid, Mims, Sunkist, Red Fire, Cimarron, Mitzi, Sappho, 25c each; rooted cuttings, 8c each. Cash, F.O.B.
Hillview Gardens, Fort Madison, Ia.

PEONIES, 1000, 3 to 5-eye div.
Edulis Superba, pink; Duc De Wellington, white; \$20.00 per 100. Francois Ortegat, red; Pres. Roosevelt, red, \$25.00 per 100. Mona. Jules Elie, shell-pink, \$30.00 per 100.
WEST SIDE NURSERY, Watertown, Wis.

PERENNIALS

Strong 1-year, field-grown.

Per 100 Per 1000
Campanula Medium, single mixed, \$3.00 \$25.00
Campanula Medium, double mixed, 3.00 25.00
Campanula Medium, Calycanthema, mixed, 3.00 25.00
Carnation Grenadin, mixed, 3.00 25.00
Carnation Grenadin, pink, white, 3.00 25.00
Carnation King of the Blacks, yellow, 3.00 25.00
Digitalis Giant Shirley, 3.00 25.00
Pyrethrum, mixed, 3.00 25.00
Pyrethrum, mixed; select, 4.00
Pyrethrum, Robinson's, mixed, 4.00 37.50
Gaillardia Burgundy, 3.00 25.00
Gaillardia, Goblin, Grandiflora, 3.00 25.00
NOVOTNY GARDENS, Osage, Ia.

PEONIES

3 to 5-eye strong divisions.

Per 10 Per 100 Per 1000
Alexandre Dumas, 3.00 \$27.00 \$250.00
Candissima, 4.00 35.00 300.00
Chestine Gowdy, 10.00 85.00 600.00
Delicatissima (Fl. Tr.), 3.00 27.00 250.00
Edulis Superba, 3.00 27.00 250.00
Festiva Maxima, 3.00 27.00 250.00
Festiva Maxima, 3.00 27.00 250.00
Queen Victoria, 3.00 27.00 250.00
Peonies according to color:
White and Pink, 3.00 25.00 230.00
Red, 3.50 30.00 250.00
PHIL LITZ PEONY FARMS
Boonville, Ind.

CHEERIO.

An outstanding new Oriental Poppy. Beautiful bluish-pink with red spots at the base. Strong field-grown plants.

\$3.50 per 10; \$30.00 per 100.
250 or more at \$25.00 per 100.
Many other varieties of Oriental Poppies available. Send for complete list.

CARROLL GARDENS,
Westminster, Md.

PELAGONIUMS AND GERANIUMS.
Strong, 2 ins. Now booking orders for fall delivery, 10 each of 10 best varieties labeled, \$15.00 per 100 F.O.B. El Monte, Cal.

LEATHERMAN'S GARDENS
925 Lee Ave. El Monte, Cal.

ORIENTAL POPPIES.

HARDY PHLOX.

CARNATION GRENADIN.

Write for trade list.

FLOR-ACRES, Bridgman, Mich.

700 Phlox, special French, 2-yr. divisions, \$12.00 per 100.

Cash with order, please.

BERWALD NURSERY
R. D. 4, Ashtabula, Ohio.

ROOTS

PERENNIAL MULTIPLIER ONIONS

Top Sets

10 lbs., \$2.50; 100 lbs., \$22.50

THE EVERGREEN NURSERIES

Lowell, Indiana

SEEDS

V. and R. DELPHINIUM SEEDS.

New crop, Pacific Giant strain.

Guaranteed good mixed seeds.

Order early.

\$8.00 per oz.

SEBASTAPOL NURSERY CO.

Sebastopol, Cal.

PEACH PITS, southern collected, high germination, \$3.00 per bu. Peach, Plum, Apricot, fall delivery; 1-ft., 20c; 2-ft., 30c; 3-ft., 40c; 4-ft., 60c; 5-ft., 70c; 6-ft., 80c.

Cash with order.

RIVERDALE NURSERIES, Riverdale, Ga.

PEACH PITS—New Crop Lovell.

1 to 5 bu., \$3.00 per bu. 5 to 25 bu., \$2.85;

25 to 100 bu., \$2.75; 100 bu. up, \$2.50.

WAYNESBORO NURSERIES, Waynesboro, Va.

RECLEANED ABRUZZI RYE.

1 to 10 bu., \$2.85 per bu.; 10 bu. or more, \$2.75 per bu.

WAYNESBORO NURSERIES, Waynesboro, Va.

SHRUBS and TREES

1500 Paul's Scarlet Climber Rose, 2-yr. No. 1, budded on Multiflora Japonica rootstock, \$5.00 per 100; \$45.00 per 1000.

25,000 Rosa Multiflora Japonica seedlings.

9-in. cuttings, well rooted, well branched 3/16 to 1/4-in., \$4.00 per 100; \$25.00 per 1000.

100,000 Multiflora Japonica, thornless roses, 9-in. cuttings, \$8.00 per 1000.

3000 Spiraea Trichocarpa (Korean), 2-yr. No. 1, 2 to 3 ft., \$25.00 per 100, \$200.00 per 1000.

2000 French Pussy Willow (Salix Caprea), 2-yr., No. 1, 2 to 3 ft., well branched, well rooted, \$15.00 per 100.

FINGER LAKES NURSERIES

404 Washington St. Geneva, N. Y.

400 LOMBARDY POPLARS, 8 ft. to 10 ft. Bushy, well developed, \$50.00 per 100.

KUEHN'S NURSERY,

Cedar Falls, Ia.

ALL SEEDLINGS

100 at 1000 rate. Cash please.	Per 1000
Soft Silver Maple, 8 to 16 ins.	\$20.00
Ash-leaved Maple, 18 to 24 ins.	20.00
Am. White Elm, 8 to 14 ins.	15.00
Chinese Elm, 4 to 8 ins.	15.00
White Ash, 12 to 18 ins.	15.00
Meadow Rose, 4 to 10 ins.	15.00
Rugosa Rose, 4 to 8 ins.	15.00
Multiflora Rose, thornless, 4 to 10 ins.	15.00
Dwarf Pea Shrub, 1-yr.	15.00
Cane or Paper Birch, 18 to 24 ins.	60.00
Asparagus, Mary Washington, 1-yr.	15.00
Sweet William, mixed colors, 1-yr.	15.00

Have a few Evergreen liners and fresh seeds. List on request.

C. WILSON'S NURSERY
Pembine, Wis.

PRIVET, AMUR RIVER NORTH. 1-year cuttings.	Per 1000
6 to 12 ins.	\$40.00
12 to 18 ins.	60.00

Cash with order.

NORTH RIDGE NURSERY, Elyria, O.

MAHONIA AQUIFOLIUM, 4 to 6 ins., 1-yr. seedlings, \$5.00 per 100.
MAHONIA REPENS, 2 to 4 ins., 1-yr. seedlings, \$5.00 per 100.

Cash with order.

NORTH RIDGE NURSERY, Elyria, O.

ROSE SEEDLINGS.

Multiflora Japonica understock, 1 year old, extra heavy, well rooted; large enough to be budded. \$125.00 per 1000. F.O.B. SOUTHLAND ROSE NURSERIES, Tyner, Tex.

DOGWOODS—Cornus Florida and Cornus Florida Rubra. All sizes from 6 ft. to 3-in. clipper. Thousands to select from. Wholesale only. EDWARD WETZEL NURSERY, State Rt. 84, Madison, Ohio.

PACHYSANDRA TERMINALIS, rooted cuttings, from sand. \$4.00 per 100, \$35.00 per 1000.

GREENSTOCK NURSERY

Box 7, Port Jefferson Station, L. I., N. Y.

MISCELLANEOUS

Wholesale prices for 1-year, No. 1 GRAPES			
	Per 100	Per 1000	Per 10,000
Concord	\$10.00	\$ 90.00	\$ 800.00
Fredonia	11.00	100.00	900.00
Moore's Early	11.00	100.00	900.00
Campbell's Early	11.00	100.00	900.00
Delaware	12.00	110.00	1,000.00
Niagara	11.00	100.00	900.00

CALIFORNIA PEACH SEEDS

California Lovell Peach Pits from 1946 crop. Well cared for in drying. In bags of about 80 lbs. Each \$3.00 per bushel. In lots of ten and up, \$2.50 per bushel. F.O.B. Rogers, Ark.

BENTON COUNTY NURSERY CO., INC.

Rogers, Ark.

DELPHINIUM, Improved Gold Medal Hybrids, 2-yr.-old, field-grown, long fibrous roots. \$7.50 per 100; \$4.00 per 50.

RHUBARB SEEDS, Victory Strawberry and Mammoth mixed, 55c per lb. Divisions, No. 1, at 5c. Cash with order.

SWEDBERG NURSERY

Battle Lake, Minn.

SUPPLIES

GREEN DYED BAMBOO STAKES.

Special offer.

Fresh, new crop of imported stakes.

Quality excellent, pencil thickness.

Du Pont dye.

Size	Per 1000
12 ins.	\$ 3.90
18 ins.	4.10
24 ins.	5.40
30 ins.	6.90
36 ins.	8.30
48 ins.	10.75

2000 per bundle.

BEST DOMESTIC CANE STAKES.

All dark green.

MEDIUM HEAVY.

% to 1/2-in. (500 to bale).

	Per 1000
2 ft.	\$10.50
2 1/2 ft.	13.50
3 ft.	15.00
3 1/2 ft.	16.00
4 ft.	17.50
5 ft.	22.00
6 ft.	28.00

AMERICAN FLORIST SUPPLY CO.

1335 W. Randolph St., Chicago 7, Ill.

MAGIC ELECTRIC WELDER, 110-volt AC-DC; welds, brazes, solders, cuts all metals; easy to use; full directions. Complete with power units, flame and metallic arc attachments, carbons, fluxes, rods, mask. Only \$19.95. Used by the Navy. Guaranteed one year. Splendid for nursery and farm use. MAGIC WELDER MFG. CO.

241NA Canal St., New York, N. Y.

SOIL HEATING EQUIPMENT, designed by a grower and engineer, for commercial propagation. Cable, soil thermostat and pilot lamp to heat 2 sq. ft., \$11.40; 40 sq. ft., \$14.25; 60 sq. ft., \$17.10; 80 sq. ft., \$19.95, and 150 sq. ft., \$27.05. F.O.B. Seattle. L. N. ROBERSON CO.

1539 E. 103rd St. Seattle 55, Wash.

CANE STAKES.

Carefully selected. Uniform quality. Properly cured and dyed dark green.

HYACINTH STAKES, thin, yet strong.

12 ins. bale of 2000 \$5.70

15 ins. bale of 2000 8.30

STANDARD, pencil thickness.

No. G-31 2 ft. Bale of 2000.....\$10.70

No. G-32 2 1/2 ft. Bale of 2000.....13.90

No. G-33 3 ft. Bale of 2000.....16.65

No. G-34 3 1/2 ft. Bale of 2000.....19.45

No. G-35 4 ft. Bale of 2000.....23.35

TONKIN STAKES—Bamboo

Dyed Green—Medium Heavy.

No. G-41 3 ft. Bale of 1000.....\$ 9.85

No. G-42 3 1/2 ft. Bale of 500.....7.75

No. G-43 4 ft. Bale of 500.....8.70

No. G-44 5 ft. Bale of 500.....11.95

No. G-45 6 ft. Bale of 500.....13.75

No. G-46 7 ft. Bale of 200.....7.70

We cannot break bales.

Quantity discounts, 10 to 24 Bales, 5 per cent.

25 Bales or more, 7 1/2 per cent.

SCHUPP SUPPLY CO., Wilmette, Ill.

A. F. S. "EASI-OFF" WOOD PLANT BANDS

Size in ins. Weight per 1000 Per 1000

1 1/2 x 1/2 x 3/8, 15 lbs. \$1.35

2 x 2 x 3/8, 15 lbs. 1.60

3/4 x 2 1/2 x 3/8, 20 lbs. 4.30

3 x 3 x 3, 21 lbs. 4.60

3 x 3 x 4, 32 lbs. 6.30

4 x 4 x 4, 40 lbs. 6.30

Packed 1000 to the carton.

We do not break the cartons.

LIGHT WOOD FLATS.

For handling and shipping our 1 1/2-inch and 2-inch sizes of Plant Bands.

Per 100

M-370; holds twelve 1 1/2-inch Bands.....\$2.75

M-390; holds twelve 2-inch Bands.....3.30

M-392; holds twelve 2 1/2-inch Bands.....3.75

M-393; holds six 3-inch Bands.....3.55

M-394; holds six 4-inch Bands.....3.95

Packed 100 to the carton. We do not break cartons. Shipped promptly from the factory in Michigan.

AMERICAN FLORIST SUPPLY CO.

1335 W. Randolph St. Chicago 7, Ill.

MEL-LO PEAT

A pure Sedge Peat, weedless, odorless, no inert matter. Analyzed 2 to 2 1/2 per cent nitrogen, 96 per cent humus; acidity 5.3 to 5.8. Used by greenhouse growers, landscape gardeners and golf courses since 1933. Recommended by the agricultural colleges and universities. Accept no substitutes. Demand a nationally known product, Mel-lo Peat. The best natural humus available today.

1 to 10 2-bu. bags, f.o.b. \$1.25

11 to 50 2-bu. bags, f.o.b. 1.10

51 to 100 2-bu. bags, f.o.b. 1.00

101 to 200 2-bu. bags, f.o.b.90

Every planter needs Mel-lo Peat for potting, coldframes, seed boxes, porch boxes, enriching lawns, trees, shrubs, gardens. Excellent for gardenias, azaleas and hydrangeas; one part peat, two parts soil is ideal. Very good for carnations, petunias, cyclamen, camellias and gladioli.

MEL-LO PEAT CO., WILLARD, O.

KNOCK-DOWN FLATS.

Made from a good grade of Southern Yellow Pine, since Cypress is not available.

Standard specifications, inside measurements.

16x12x2 1/2 \$16.25 per 100

16x14x3 20.50 per 100

20x14x2 1/2 20.00 per 100

20x14x3 23.00 per 100

22 1/2 x 15x2 1/2 22.00 per 100

22 1/2 x 15x3 25.00 per 100

All other sizes quoted on request. Prices F.O.B. Birmingham.

We are manufacturers, not jobbers. Freight to any point is a small item per Flat. Our Flats are the best. Why pay more? Our quality guaranteed. Prompt shipment, any quantity. Attach check to order.

HIGHTOWER BOX & TANK CO.

Birmingham, Ala.

FINE NO. 1 OR NO. 2 SCREENED PEAT.

Acid pH 4-8. Some nitrogen.

Our Peat is excellent for Azaleas and Hydrangeas, also for mixing with soil for potting and seed flats. This Peat is very good for mulching Mum beds and mixing with soil for Snapdragon seed. Order early. Packed in 2-bu. bags, 5 to 24 bags, \$1.00 each; 25 to 49 bags, 95c each; 50 to 100 bags, 90c each. Bulk carload, about 60 yards or 600 bags, \$275.00 per car. We ship same day order received. Cash, please.

HAASE BROS.,

116 S. Jefferson St., Peoria, Ill.

TRE-TEX Saves any tree from damage by rabbits, mice, gophers, etc. Also effective repellent for fruit tree borer, scab, winter-kill. Also used as adhesive in any dust spray. Applied any time of year like varnish and lasts at least one year. Applied to 100 trees in one hour. Unused portion never spoils. Results guaranteed. Prices Postpaid: 1 pound, \$1.00; 10 lbs., \$9.00; 50 lbs., \$45.00; 100 lbs. or over, \$80.00 F.O.B. Noblesville. Used at Orchardview since 1942. Sold in 30 states in 15 months. Trade Mark patent issued 1946. Rev. E. L. Eckerley, Box 91, Noblesville, Ind.

GIBRALTAR Frost Covers pay for themselves. Economical, long-lasting, ideal for windbreaks, 6 ft. wide; 60 ft., \$13.75; 100 ft., \$26.00; 150 ft., \$39.00. NEW AMSTERDAM IMPORT, 123 Chambers St., New York 7, N.Y.

IMPORTED CANE STAKES

Check your needs and order now.

Size	Per 1000
15 ins.	\$3.60
18 ins.	4.10
24 ins.	5.40
30 ins.	6.90
36 ins.	8.30
48 ins.	10.75

2000 per bundle

AMERICAN BULB CO.

1335 W. Randolph St. Chicago 7, Ill.

PROFIT WITH PERF-O-RAIN.

Rain when you want it—low pressure—rectangular strip watered—No overlap—No sprinkler heads or other gadgets—Portable lightweight pipe—Long life. Write for free folder, W. R. AMES COMPANY OF FLORIDA, 2906 E. Broadway, Tampa 5, Florida, or W. R. AMES COMPANY, 150 Hooper St., San Francisco 7, Calif.

TREE DIGGERS.

For digging nursery-row-grown fruit and shade trees, shrubs, vines, hedge plants, rosebushes and ornamentals. Manufactured to be drawn by either horses or tractors. Further particulars upon request.

WILSON & SONS NURSERY CO.

Winnaboo, Texas.

RUBBER. Your Rubber requirements are important. Know where to get it when you want it. Belts, rubber bands, boots, coats, gloves, hose, spray bulbs, aprons, budding strips. Get our price sheet and catalog today.

BROADWAY RUBBER MFG. CO.

Louisville 2, Ky.

SPECIAL SALE

Sphagnum moss, long fibered in standard burlap bales at \$1.55. Milled sphagnum moss for control of damping off in seed flats, etc., at \$1.55 per bag. F.O.B. Floodwood, Minn.

COLBY PIONEER PEAT CO., INC.

Hanlontown, Ia.

PRINTING

Letterheads, billheads, statements, cards, envelopes, tags, blotters, folders, catalogs, samples. Send copy for estimate.

J. GARLAND HILL, Dept. A, Seaford, Del.

SEED STORE FIXTURES

Bins, Cabinets

WALKERBILT

Penn Yan, N. Y.

SOIL HEATING CABLE by "GRO-QUICK."

Heavy duty cable now available, also thermo. Bottom heat can't be beat for rooting cuttings, for forcing. Get free instal. data. GRO-QUICK, 266 W. Huron St., Chicago 10, Ill.

COTTONETTE Squares are best for balling. Saves time and twine. All sizes in stock.

Write NEW AMSTERDAM IMPORT

122 Chambers St., New York 7, N. Y.

WANTED

October 1 delivery. 20 lbs. Acer Saccharum (Sugar Maple) seeds. Must be from northern states with winter temperatures of 20 degrees below zero or colder.

J. R. PALMER & SON

Blackduck, Minn.

What have you to offer in Strawberry Plants, Grapevines, Raspberry Plants, Boysenberry Plants, lining-out stock Evergreens and Shrubs; fall and spring delivery; write us. Box 710.

E. W. TOWNSEND & SON NURSERIES

Salisbury, Md.

WANTED — Colorado Spruces, blue and green, to be cut for Christmas trees, size 2 to 10 feet, need about 500. State price in ground or delivered. JOHN HOVERMAN & SONS, INC., State Hwy. Rt. 17, Rochelle Park, N. J.

WANTED

Tree cones of Slash, White, Pitch and Sugar Pine; Norway Spruce, Hemlock, etc. Large quantities. Write PEEKSKILL NURSERIES, Shrub Oak, N. Y.

FLOYD McFEE, proprietor of McFEE's Greenhouses, Dowagiac, Mich., has applied for a nursery license and is doing landscape work.

GOVERNMENT statisticians estimate the 1946 gross farm income will be at least twenty-six billion dollars, and may go higher, because of rising prices. In 1939, which was considered a better than fair year for American agriculture, gross farm income was ten and one-half billion dollars.

CATALOGS RECEIVED.

Charles H. Williams Nurseries, Exeter, N. H.—Wholesale price list of hardy bulbs, ferns, orchids and perennials, 6-page folder, $3\frac{3}{8} \times 8\frac{3}{8}$ inches.

John Vermeulen & Son, Inc., Westbury, L. I., N. Y.—4-page folder, wholesale price list of evergreen and deciduous trees and shrubs, $4 \times 9\frac{1}{4}$ inches.

Brentwood Berry Gardens, Los Angeles, Cal.—1-page wholesale price list of strawberry and raspberry plants, $8\frac{1}{2} \times 11$ inches.

Bryant's Nurseries, Princeton, Ill.—Descriptive price list of peonies and evergreens, 12 pages, 6×9 inches.

Call's Nurseries, Perry, O.—6-page folder of flower bulbs, illustrated, $9 \times 10\frac{1}{4}$ inches.

Hebden H. Corsan, Hillsdale, Mich.—Nut tree catalog, 4-page folder, $8\frac{1}{2} \times 11$ inches.

Corliss Bros., Inc., Gloucester, Mass.—1-page price list of hardy perennial plants, $8\frac{3}{8} \times 14$ inches.

Kelly Bros. Nurseries, Inc., Dansville, N. Y.—Illustrated catalog of fruit, shade and flowering trees, vines, bulbs, hedges, flowering shrubs and berry plants, 8 pages, $9\frac{3}{4} \times 12\frac{3}{4}$ inches.

Carroll Gardens, Westminster, Md.—Catalog of bulbs, roses and perennials, fully illustrated, largely in color, 40 pages, $7\frac{7}{8} \times 10\frac{7}{8}$ inches.

Interstate Nurseries, Hamburg, Ia.—Retail catalog of tulip, hyacinth, crocus, daffodil, lily and iris bulbs, poppies and peonies, illustrated in color, 24 pages, $7\frac{7}{8} \times 10\frac{3}{8}$ inches.

Jackson & Perkins Co., Newark, N. Y.—Retail catalog of roses and perennials, illustrated in color, 32 pages, $9 \times 11\frac{3}{4}$ inches.

George W. Peyton, Rapidan, Va.—Perry price list, 4-page folder, $6 \times 9\frac{1}{4}$ inches.

Saxton & Wilson, Maplewood, Ore.—4-page folder of hardy plants, illustrated, $7\frac{1}{2} \times 10\frac{3}{8}$ inches.

Hallawell Seed Co., San Francisco, Cal.—Retail catalog of bulbs, vegetable, grass and flower seeds, illustrated, partly in color, 32 pages, $8\frac{1}{2} \times 11$ inches.

Stuart Nursery, Strawn, Tex.—1-page wholesale price list of fruit trees and grapes, $8\frac{3}{8} \times 10\frac{7}{8}$ inches.

Fox Nursery, Elkhart, Ind.—Wholesale price list of hardy chrysanthemums, 1 page, folded, $8\frac{3}{8} \times 10\frac{7}{8}$ inches.

Guldemon & Co., Boskoop, Holland—Wholesale price list of conifers, shrubs, climbers and roses, 26 pages and cover, $3\frac{7}{8} \times 9$ inches.

Wayside Gardens, Mentor O.—Wholesale catalog of ornamental shrubs, hardy plants, bulbs, lilies and seeds, with illustrations and descriptions, 56 pages and cover, $8\frac{3}{8} \times 11\frac{1}{4}$ inches.

Blackwell Nurseries, Semmes, Ala.—4-page price list of camellias, azaleas and lining-out evergreens, $5\frac{1}{2} \times 8\frac{1}{2}$ inches.

P. J. DAVIS and C. M. WRIGHT are partners in the newly formed Rio Grande Nursery, Route 42, El Paso, Tex.

PARK NURSERY, INC., 4912 Bergenline avenue, West New York, N. J., was incorporated recently by Adolph Abramowitz, Helga Baehr and Tessie Abramowitz.

For Healthier Plants, Fuller Foliage, Blooms and Berries



Use

Don't
Gamble On
The Weather

ATLAS PORTABLE OVERHEAD IRRIGATION

To insure healthier plants, normal even growth, reaching marketable size earlier, American nurserymen are installing Atlas Portable Overhead Irrigation Systems. Atlas pipe is equipped with the flexible, leakproof, Horseshoe Latch Couplings. Its light weight, quick assembly and easy portability make it ideal, inexpensive and profitable.

Write for literature and prices. Attractive territories open for dealers.

Manufactured and Distributed by

ATLAS SUPPLY DIVISION

Jones & Laughlin Supply Company

425 North Main Street

Muskogee, Oklahoma

Tree Wound Dressing

Arborist Tree Wound Dressing is a scientifically prepared waterproof composition for application to tree cavities, wounds or other exposed wood of trees. It contains no coal tar, carbolineum, creosote, nor any material injurious to the cambium layer or the life of the tree.

Arborist Tree Wound Dressing possesses antiseptic and fungicidal properties, being waterproof, adhesive and elastic, giving a durable tree wound dressing which will not harm the living tissue.

Per gal.

1 gal. can (6 in case).....\$1.00
30 and 50-gal. drums......75

ARBORIST SUPPLY CO., INC.

Dept. A. N. I

Rye, N. Y.

DEER DAMAGE

ACME TOXO

An effective, long-lasting
Deer Repellent

A liquid spray for
**NURSERIES, ORCHARDS,
FARM CROPS**

Write for Bulletin, "Deer Damage
and Control."

CAPITAL FORESTRY CO., INC.

Pest Control Division
Troy Rd. Schenectady, N. Y.

SHADE TREES

• Insects and Worms —
destroyed vegetation
— reduced leaf area —
stunted growth—these are
some of the problems of
the shade tree grower.
Get our illustrated book-
let that describes the use
of "Black Leaf 40" in
controlling certain in-
sects on shade trees. Lists
insects — gives dosage.

FREE BOOKLET—Write
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Leaf 40**

TOBACCO BY-PRODUCTS & CHEMICAL CORP.
INCORPORATED • LOUISVILLE, KENTUCKY

PEAT PRODUCTS FOR EVERY NEED

PEAT MOSS—We have the largest stock in the United States available for prompt shipment. We are shipping bulk cars to large users, and baled and bagged peat moss to the trade for resale.

SPHAGNUM MOSS—Long-fibered sphagnum moss for the florists' trade and for nursery packing purposes. Fine milled sphagnum moss for use in the control of damping-off in seed flats, etc.

GRANULATED HIGH NITROGEN HORTICULTURAL PEAT—This neutral to slightly acid peat has proven unexcelled by expert landscapers over a period of twenty years for lawn and garden and bench soil improvement.

BLACK CULTIVATED HORTICULTURAL PEAT—Used mostly for top-dressing golf greens. Will not float on top of green when watered.

Samples of our peat products and quotations gladly furnished upon request.

COLBY PIONEER PEAT CO., INC.
Main Sales Office — Hanlontown, Ia.

SOUTHWESTERN NOTES.

E. N. Locke, of Donnellson, Ia., who formerly operated the Locke gardens, at Oakwood, Mo., is re-entering the nursery business at Donnellson.

Elton Hummel is starting a nursery at Elkhart, Ind.

Carl Holman, proprietor of the Leavenworth Nurseries, Leavenworth, Kan., has been reelected chairman of the Leavenworth county Republican committee.

James H. Walker has purchased Mr. Richardson's interest in the Walker-Richardson Nursery, Midland, Tex., and is continuing the business as Walker's Nursery.

A new nursery business, called the Garden Service Co., owned by Dr. John J. Posick, was opened September 1 at Hickman Mills, Mo. Eri Fouts, formerly with the Midwest Nursery, at Kansas City, is managing the business, which combines a drive-in sales yard, garden store and landscape service.

Cook & Cone, Ottawa, Kan., have been awarded four contracts for roadside improvement projects in Butler, Sedgwick and Ellsworth counties, totaling \$6,220.50.

The Sutton Nursery & Landscape Co., Independence, Kan., has been awarded three jobs in Reno and



THE BYERS SEEDER U. S. Pat. 2076702

It Seeds
as
It Rakes
as
It Rolls
In One
Operation

P. L. BYERS, CLYDE, O.



For Treating
Cuttings
and Seeds
Bulbs and Tubers

Scientific Growth Stimulant

Write for Free Booklet

SCHUYLKILL CHEMICAL CO. 2348 Sedgley Ave. Philadelphia 32, Pa.

Sedgwick counties amounting to \$4,191.20.

E. R. Taylor, of L. R. Taylor & Sons, Topeka, Kan., spent the month of August with his family at their summer home in Estes Park, Colo.

FRED H. LONGFORD recently entered the landscaping business at Melrose Park, Ill.

CUPRINOL

Preserves wood from rot.

Dyed green. Serves as priming coat.

INCREASES LIFE OF PAINT.

WILL NOT HARM PLANTS.

1 gal. will cover 400 sq. ft.

	Per Gal.
Gal.	\$2.90
5 Gals.	2.80
50 Gals.	2.70

SOMERSET ROSE NURSERY, Inc.
P.O. Box 608 New Brunswick, N. J.

CHARLES WYATT, Monrovia, Cal., former serviceman, has purchased a strip of land between Huntington drive and Duart road and has established a nursery on it. He will specialize in growing dahlias.

TEXANS CONVENE AT DALLAS.

[Continued from page 8.]

section of the country, the points he brought out could be applied throughout the country. It is evident that there is a great need for improvement in nursery sales grounds and display areas. There are two few attractive and convenient arrangements. While the food store and the automobile service station have markedly changed their methods of display, Mr. Wyman showed that the nursery business has not advanced proportionately.

Mr. Wyman told of the contest recently promoted by the National Landscape Nurserymen's Association and various trade members for plans for display grounds not only as a means of securing plans to be used for building and improving display grounds, but also as a stimulus to thought along these lines.

First of all, said Mr. Wyman, the display grounds must be easily accessible, and a colorful display must draw the customer's attention to them. He mentioned approaches of several nurseries, such as a fountain beside the highway leading to the Swan River Nursery, Patchogue, L. I., N. Y., which is illuminated at night and is a good attention getter; the flowering trees which lead up to the Peter Cascio Nursery, at West Hartford, Conn.; the terrace built by the Andorra Nurseries, Inc., Philadelphia, Pa., and the mile-long highway landscape approach to the Wood-Howell Nurseries, Inc., Bristol, Va., recently planted by Owen G. Wood.

The need for means of extending the season was stressed by Mr. Wyman. He thought that proper storage and refrigeration and a good plant container would be of much help in solving this problem. A long-lasting container that would enable nurserymen to sell plants while in bloom, which is when customers want to buy them, would be welcomed. A chemically heated cardboard container which even withstood considerable watering had been used by Mr. Wyman, but he said the expense of the chemical made it impractical.

Although present restrictions delay the home-building program, Mr. Wyman said that there will be a great number of homes built in the modest price class. While the people for whom these homes are built will not be able to buy elaborate and expensive landscape jobs, they will want plants, and these people can represent many recurring sales. The prize plans of the N. L. N. A. con-

ARIENS

THE ORIGINAL AMERICAN

ALL PURPOSE TILLING COMBINE



Backed by over 15 years' successful experience, here is the perfect all-purpose tilling and cultivating combine for the nurseryman. It harrows as it disks as it plows, producing in one operation a properly prepared seed-bed, thoroughly aerated with the pulverized soil, shredded and evenly mixed. No large soil chunks to retard plant growth. Ariens-Tiller can be aerated in wet or dry seasons, and handles easily in small spaces. For complete details and name of distributor write

3
MODELS
TO MEET
YOUR
NEEDS



Ariens
COMPANY
BRILLION, WISCONSIN



TREE GUARDS

PROTECT valuable young TREES from Bark-Eaters

- This chemically impregnated fibre guard snaps on quickly.
- Lengths — 24" and 30". Expands to 3 1/2" Diameter.
- Jobbers-Dealers — write for Special Sales Proposal.

LAMINITE PRODUCTS - Canton 5, Ohio

PEAT

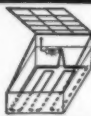
Now booking bulk car shipments for 1947 spring and summer delivery of Black cultivated Peat and Moss Peats.

"Quality Peats for All Purposes."

ELI COLBY COMPANY
Hanlontown, Iowa

"GRO-QUICK" ELECTRIC SEED BED HEATER

BOTTOM HEAT CAN'T BE BEAT For early plant starting with high germination and fast growth. Invaluable for rooting cuttings. Soil heating cable and thermostat for plant benches and coldframes. Detailed instruction sheet mailed free. GRO-QUICK, 305 W. Wacker St., CHICAGO, 18.



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AMERICA'S FINEST

KATFISH BRAND

Rubber Bands
Aprons
Teddies
Stirring
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Spray
Knitting Pads
Footwear
Gloves
Sponge Rubber
Belts
Hose

GET OUR CATALOG AND PRICE SHEET
BROADWAY RUBBER MFG. CO., LOUISVILLE 2, KY.

DOWAX

★ Extends transplanting season

★ Reduces losses



DOW
AGRICULTURAL CHEMICALS DIVISION
THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

LINDIG'S SOIL SHREDDER

New improved model

Engineered for the perfection of soils.

Prompt delivery.

Write for folder and price list.

Lindig's Mfg. Co. 1875 W. Larpenter Ave. St. Paul 6, Minn.

Special equipment built to your specifications.

CHARLES SIZEMORE Traffic Manager

319 1/2 Georgia St., Louisiana, Mo.

Loss and damage claims against railroad and express companies collected.

Freight bills audited.

Past due notes and accounts collected.

Well known to the nurserymen of the country.

Reference: Bank of Louisiana.

test were on display, and Mr. Wyman answered questions about them.

While the men met in Parlors E and F for luncheon, the ladies had a separate luncheon in the Century room of the Adolphus hotel, where they were entertained with an excellent ice show.

Propagation.

Although propagation is not now a problem for the industry, it is for the individual grower, and Prof. F. R. Brison, of Texas A. & M. College, presented some pointers and new ideas on propagating practices. First discussing propagation by seeds, Professor Brison gave as three reasons for poor or delayed germination of seeds, nonviability, the condition of the seed covering and afterripening.

Seeds which are nonviable may have an imperfect embryo, as is frequently the reason for poor germination of peach seeds. Often seeds of early-maturing varieties of peaches do not contain an embryo. Another cause of nonviability is excessive dryness of the seeds, as is sometimes the case with oak seeds. Also drying after the rest period is broken is likely to cause the embryo to die.

The condition of the seed covering may be another reason for poor germination. Extreme hardness may make the absorption of water slow, a condition sometimes found with black locust, honey locust and some pines. A strong seed coat may prevent expansion of the embryo, as in peach seeds, or the intake of oxygen may be inhibited.

Afterripening may be caused by an immature embryo, often found in seeds of lettuce, carrots and English holly, or the condition of the rest period may be the factor, as in peach, apple, plum, cherry and many other fruits and some ornamentals.

Using peach seeds as an example, Professor Brison gave some methods by which conditions of delayed germination might be overcome. In September and October the seeds can be checked for viability by cracking the pit, removing the kernel and soaking it twenty-four hours in water. Then put in peat moss and inspect.

If the rest period must be broken for some reason, it is important that the peach pits are not allowed to dry out, even for one day. If the pit is too strong, seeds can be soaked for twenty-four hours and dried forty-eight hours, and this process repeated two or three times until the pit is weakened. Pits can be cracked by hand, but this is a slow, tedious procedure requiring skill.

For breaking the rest period, store

PROLONG



TESTS SHOW: (Left) Untreated burlap wrap almost completely rotted away after 10 weeks in shavings. (Right) PROLONG treated burlap wrap good as new after 25 weeks in shavings. (Note root growth through treated burlap.)

*Makes BURLAP
Root Balling
LAST from
8 to 24 months*

No longer do you need to re-burlap balled stock over and over again. No more hurried re-burlapping while customers wait impatiently. PROLONG saves time, labor and money. PROLONG retards rotting from 8 to 24 months depending on the concentration used,

yet permits the roots to grow through. *Easy to use . . . simply dip burlap in the proper solution and let it dry.*

Retards ROTTING, MOLDING, MILDEW

. . . of burlap, canvas, muslin, twine, rope, wood boxes, flats, stakes, laths and greenhouse benches. May be sprayed or brushed on. Every nurseryman and grower will find many time and money-saving uses for this amazing CHA-KEM-CO product. 1 gallon mixes with 8 gallons of diesel oil, distillate or petroleum naphtha.



5-Gal. Drums . \$6.00 per Gal. 30-Gal. Drums . \$5.20 per Gal.
(Less Dealer or Grower Discount)

Quarts, Half-Gallons, Gallons for Retail Trade

If It's a CHA-KEM-CO Product It Has to Be Better

R. L. CHACON CHEMICAL CO.

10,000 Atlantic Boulevard

South Gate, California

Learn Landscape Gardening

A thorough home-study course specializing in the design and layout of grounds plus plant and feature selection and location. Training also includes plant propagation, surveying and grading operations, design of sprinkler systems, pruning, budding and grafting, transplanting operations, soil preparation, design of walks and drives, retaining walls, pools, design for border plantings, color harmony, etc.

Project Included

A design project covering problems on property of your choosing is incorporated in your course. This project is developed under the guidance of our Landscape Architects who follow it through to completion thus insuring coverage of your regional conditions.

Employee Training

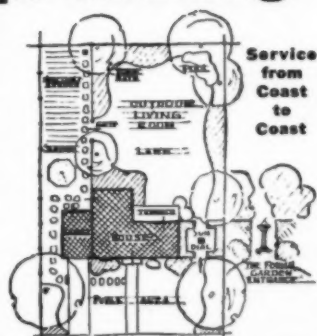
Nurserymen from Maine to California are using this training to upgrade employees. It may be of help to your organization.

Approved for Veterans

NORMAN A. MORRIS, Landscape Architect

National Landscape Institute

Dept. H-2 756 So. Broadway, Los Angeles 14, Calif.



TREE (creped) WRAP

33 1/3% stretch

WATERPROOF and COLD or HEAT RESISTANT

4 inches wide—150 lineal feet to roll, packed seven (7) rolls to package.

Manufactured from two sheets 30-lb. basis Northern Kraft creped and sealed together with the equivalent 30-lb. basis special asphalt formula, producing an approximate 90-lb. basis stretchable wrap.

September, October and November Shipment
(as long as stock is available)**WRITE FOR SAMPLE AND PRICES NOW**

Limited quantities now available in E-Z CREPED WATERPROOF NURSERY WRAP and 30/30/30 PLAIN or CREPED WATERPROOF PAPER.

EAGLE WRAPPING PRODUCTS CO.*Packing and Shipping Supplies for the Nurseryman***312-330 North Carpenter Street****Chicago 7, Ill.**

the pits in a moist medium at 33 to 41 degrees Fahrenheit (not lower) for ten to twelve weeks, timing this treatment to plant seeds when the treatment is finished.

Professor Brison told of the successful propagation by cuttings of plant varieties usually not adapted to this method. A Georgia grower has successfully propagated 1,000 Muscadine grape cuttings; apples have been grown from cuttings where the root initials were already present. However, few varieties of these were of commercial value. And a Texas grower grew some acceptable pecan trees from cuttings.

In grafting and budding propagation developments, Professor Brison told of Concord grapes being grown in Utah at the rate of eight or nine tons per acre. European rootstocks were used instead of American ones. American rootstocks caused serious chlorosis.

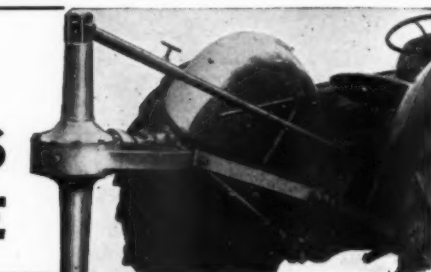
National Problems.

Richard P. White, executive secretary of the American Association of Nurserymen, discussed the problems facing the nursery industry at the present time, which include production, transportation, labor, social security and unemployment compensation taxes, quarantines, stone-fruit virus diseases and public relations. He cautioned nurserymen against overproduction and the return to the buyers' market, instead of a continuance of the current sellers' market. The freight car situation is expected to be worse this coming fall than at any previous time, he said; so nurserymen are urged to make early or late shipments where possible, to load to capacity and to load and unload cars promptly.

There is no labor surplus or unemployment as predicted some time ago, and it will be months before production of all goods can meet the demand; so labor will remain scarce. Mr. White made a particular plea for

**DIG
2 HOLES
A MINUTE****WITH
A ROPER**

Planting and transplanting time is cut way down when you use a Roper high-speed hole digger. Installed easily by one man in a few minutes. Safe, fast and efficient in all soil types. Adjustable so that holes may be dug straight down even on rolling land. Priced reasonably direct from manufacturer.



Up to
18-in. Diam.
and
30 ins. Deep

*Buy Direct***ONLY \$125.00**

\$126.50 with 18-in. blade.

F.O.B. Factory

(Available to fit Ford Tractors with Ferguson System only until further notice.)

ORDER NOW!**TWO-WEEK DELIVERY!****SEND FOR DETAILS!****ROPER MANUFACTURING CO., WALNUT DR., ZANESVILLE, OHIO****PLANT-CHEM**
SALTS
GROW PLANTS
with SOIL or without

The balanced plant food with complete nutrients, all trace elements and plant hormone. Attractive, easy to handle 10c to \$15.00. Top seller . . . Profitable . . . National advertising . . . immediate delivery . . . write today.

PLANT-CHEM, INC.
1355 Market • San Francisco 3**Pour it on • Watch 'em Grow!****MICHIGAN PEAT**
Nature's Finest Soil Builder

Used by leading growers for 30 years. Rich in nitrogen and plant food. Economical. **COSTS LESS TO USE!** Packed in 100-lb. bags, averaging 4 bu. Prices F.O.B. Capac, Mich. Each

1 to 19 bags	.....\$1.65
20 to 99 bags	.....1.50
100 to 400 bags	.....1.40

Bulk cars, \$14.00 per ton.

American Soil Sponge Selling Corp.
267 Fifth Ave. New York 16, N. Y.
Plant Capac, Mich. Capac 62.

HYPONEX PLANT FOOD**CLEAN—ODORLESS—SOLUBLE—POWDER**

USE HYPONEX to grow bigger and better flowers and vegetables in poorest soil—even in sand, cinders or water. Excellent fertilizer for trees, shrubs, lawns and houseplants.

USE HYPONEX for top dressing, seedlings, cuttings and transplants. Produce strong root systems and stems—also more and larger flowers and fruit.

SELL HYPONEX to your customers. Nationally advertised.

1 oz. packet	...10c—packed 72 in case—wt. 7 lbs.
3 oz. can	...25c—packed 16 to case—wt. 12 lbs.
7 oz. can	...50c—packed 24 to case—wt. 14 lbs.
1 lb. can	...\$1.00—packed 12 to case—wt. 16 lbs.
15 lb. drum	\$8—25 lbs. \$15—50 lbs. \$25—100 lbs. \$40

Commercial growers and dealers receive 33-1/3% discount from the above retail prices.

BUY HYPONEX from your jobber or send \$1 for 1 lb. (makes 100 gallons). \$1 credited on first order for 1 drum or case.

HYDROPONIC CHEMICAL COMPANY, Inc.
315 West 39th Street, New York 18, N. Y.

ZIP-STAY LABELS

MARKHAM'S OHIO NURSERY
ELYRIA, OHIO

Advertising, plant name, color-blended and plain labels. Write for price list.

MARKHAM'S OHIO NURSERY, Elyria, Ohio

the disabled veteran who can be used in many places in the nursery business.

Action on extending social security benefits to agricultural workers is looked for in the next Congress. And action is expected on quarantine legislation.

Mr. White stressed earlier remarks on the stone-fruit virus problem and urged state quarantines and programs such as the Michigan budwood certification program. He spoke briefly on the A. A. N. public relations program.

Banquet Awards.

In the evening 232 members and guests enjoyed a banquet and floor show, followed by dancing. At this time war bonds offered by Otto Lang and Frank Cornelius were awarded to the members who had brought in the most new members in the past year. Wilma Gunter Box received the Cornelius bond, and Steve Verhalen and C. P. Harris, both of the Verhalen Nursery Co., each received from Mr. Lang a \$50 war bond, having brought in thirteen members each. Clark Kidd, of the Arp Nursery Co., presented the Arp award for outstanding service to the nursery industry to V. E. Martin, editor of the Southern Florist and Nurseryman.

Committee Reports.

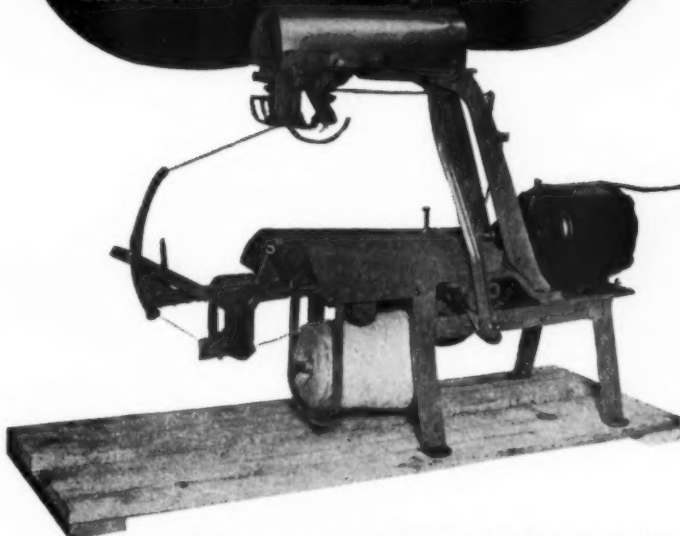
At the final session, on the morning of August 29, reports of the following standing committees were read by Secretary Ramsey: Legislative, Eugene Howard, chairman; membership, Mrs. Clark Kidd, chairman; publicity, Mrs. Wilma Gunter Box, chairman; recording of early history of nursery industry in Texas, P. A. Winkler, chairman; national legislative council, A. A. N., O. S. Gray, chairman; finance, Eugene Howard, chairman; special social security finance, E. L. Baker, chairman.

The social security finance report stated a settlement had been reached in the case of Howard's Monopolis Nursery and recommended that the \$175 in lawyers' fees be paid by the association. It was suggested that \$1,500 be allocated to Griffing's Nurseries to enable them to carry their case to the Supreme court if a favorable decision was not given in a lower court.

The auditing committee, Eugene Howard, chairman; Ray McCarter, and Don King, said the treasurer's report was in order and suggested bills be mailed for yearly dues and, to facilitate matters for future auditing committees, the books be closed be-

FELINS ELECTRIC BUNCH TYER

Saves Time - Saves Money - Saves Twine



... in the marketing of Nursery Stock, Cut Flowers and Bunch Vegetables. Write for latest illustrated literature and prices.

FELINS MILWAUKEE 6, WIS.

PRICE ANNOUNCEMENT ON NURSERY HAND TRUCKS

Increased production and material costs necessitate a slight increase in price. The Small Hand Truck will be \$37.50, the Big Hand Truck \$112.50, effective September 15, 1946. Orders on file prior to September 15 will be shipped at price in effect at acknowledgment of order. Material shortages still limit production and orders are being filled in the order we receive them, at earliest possible dates.



Pat. No. 110110
SMALL HAND TRUCK

\$37.50

F.O.B., K. C., Kansas

SPECIFICATIONS

Equipped with Jumbo Balloon Tires and Tubes, 12x4 inches.
Specially Designed Curved Nose.
All-Steel Construction, electrically welded.
Weight 56 pounds.
Over-all Length 63 inches.
Over-all Width 27½ inches.
Capacity 28-in. Ball weighing 600 pounds.

THE GARDEN SHOP, Inc.

4819 Mission Rd.

Kansas City 3, Kan.

fore a new secretary-treasurer takes over.

The committee on the president's address and resolutions, Clark Kidd, chairman; Bob Baker, and R. C. Aldrich, offered a resolution that best wishes be sent to Ross Wolfe, J. B. Baker, Sr., and Wilma Gunter Box, who were unable to be at the convention.

Be Kind to Customers.

Elmer Wheeler, of the Tested Selling Institute, lecturer and author on selling, entertained and instructed the audience at the final session with his witty talk on how to be nice to the public now so that you will have customers two years from now when there will be plenty of merchandise to sell.

Today there is a battle between the seller and the buyer, and the real problem is the people who cannot buy your product. To keep these people as satisfied customers, Mr. Wheeler offered three easy rules. First, take an hour to say no, and make your no sound unhappy. Be sadder that you cannot supply your customer than he is about not getting what he wants. Second, do not ration courtesy, even if you do have to ration merchandise. Even though you do not have to now, give service plus. And third, watch for familiar faces. Recognize your customers; give them a personal greeting.

In conclusion, Mr. Wheeler offered a final bit of advice: Watch your words and phrases. Use the simple terms that people understand and the pleasant way that people like.

A. A. N. Chapter Meeting.

Fifty-nine members and guests of chapter 25 of the American Association of Nurserymen met in the North room of the Adolphus hotel for a luncheon meeting, with Murray Ramsey presiding.

Oscar Gray, Arlington, was elected delegate. His alternate is Ray McCarter, also of Arlington. Should the Texas chapter be entitled to a fourth delegate before the next convention, Mr. McCarter will become that delegate and the alternates will be Ronald Hill, Victoria, and Ralph Griffing, Beaumont.

HARLEY J. DEEMS attended the first two days of the Texas Association of Nurserymen convention, at Dallas, before returning to the Sherman Nursery Co., Charles City, Ia.

EARL H. NEW, formerly farm and garden editor for the Council Bluffs, Ia., Nonpareil, has joined the Andrews Nursery Co., at Faribault, Minn.

AUTOMOTIVE TREE MOVERS



The above is a picture of one of our 7-foot Rocker Type Tree Movers, owned and operated by the Laur Shade Tree Service, St. Louis, Mo. The tree is a large sugar maple weighing slightly more than five tons. This is the third mover purchased from us by this company.

On short hauls it is possible to move five or six big trees within a day's time. We can use this mover as a crane to load trailers or other trucks for longer hauls.

Place your order early so that you will not be disappointed as all steel stocks are scarce and our production is limited. Write for further information.

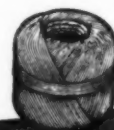
WILLIAMS & HARVEY NURSERIES

Box 7068, Country Club Station

Kansas City 2, Mo.

Here's our problem... What do you recommend?

Before the war disrupted supplies of Nursery Twines, such inquiries were meat and drink to us. Too often during the war years it has not been possible to make either an intelligent recommendation or any kind of delivery. * Now that supplies are again becoming available, it will be a pleasure to recommend and supply the Twines required for the needs of the greatly expanded postwar Nursery Industry.



"SINCE 1840"

WILLIAMS & HARVEY CO.

WOOD LABELS

For Nurserymen
**DAYTON
FRUIT TREE LABEL
CO.**

Ray and Kiser Sta. DAYTON, O.

A. M. LEONARD & SON

Piqua, Ohio

Tools — Grafting Supplies

Write for Bulletin.

SHINGLE TOW

Baled and Loose.

Carload shipments only.

From Wisconsin and Michigan.

SHAVINGS & SAWDUST CO.

Established 1898

330 S. Wells St., Chicago 6, Ill.

Phone: HARRison 3300

ALL TYPES OF STAPLES

For All Kinds of Machines

5000—For Nona Clog 8-100 Plier.....\$1.25
5000—For Ace Clipper Plier..... 1.25
5000—For Standard Machines..... .75

Additional Discounts on Quantities.

All Products Guaranteed

GENERAL STAPLE CORP., 238-4th Ave., N. Y. 3, N. Y.

TWIST-EMS—Plant Ties

For tying plants, shrubs, vegetables and flowers.
8-inch, box of 125.....35c Case, 24 boxes \$5.60



KNIVES

Finest Quality
Cutlery Steel.



The BEST KNIVES are always the cheapest in the end. Valuable time is lost in continual sharpening of poor quality KNIVES.

No. M-451—1 grafting blade. Black handle.....Each \$2.50
No. M-455—NURSERY SPECIAL.....Each 2.40

SHARPENING STONES

"Carborundum"

Combination stone having one side coarse for fast cutting and the other side fine for smoothing and sharpening.

No. L-135—6x2x1 ins.Each \$1.65
UTILITY stone, medium coarse with a wood handle for general Garden or Household edge tools.
No. L-136—6 inches long.....Each 83c

SCOTCH TAPE

No. M-102—TAPE—1/2-in. transparent, box 2 rolls.....\$2.16
No. M-101—DISPENSERS—heavy duty, each.....1.75

MAGNIFYING GLASSES

No. N-216—2-lens, each\$2.00
3 choices—5 power, 7 power or 10 power.
No. N-217—Tripod type—7 1/2 power—each.....\$1.00
Large clear field—Screws up or down to focus.
2¢ Be sure! Check results of your insecticides.



HEDGE SHEARS

Finest Quality — "PROFESSIONAL".
1 Blade serrated, 1 plain.
No. L-305. Wt. 3 lbs., each.....\$3.90

Schupp Florist Supply Co.
1143 Greenleaf Ave. - WILMETTE, ILL.
PHONE, WILMETTE 4040
MENTION THE AMERICAN NURSERYMAN

NURSERY STAKES GALVANIZED STEEL

No. 6 Gauge—203-inch.
Fine grade hard steel.
Heavily galvanized.

Length	Per 1000	Per 1000
No. N-96—3 ft.	\$3.50	\$29.50
No. N-97—4 ft.	4.70	39.00
No. N-98—5 ft.	5.85	48.50
No. N-99—6 ft.	6.95	58.00

Shipped fresh and new from our mill in Indiana. Delivery in 2 to 3 weeks.

Schupp LIQUID TREE PAINT

Thin only with Raw Linseed Oil

No. T-692—1-gal. cans ...Each \$ 1.75
No. T-694—5-gal. drums...Each 6.50
No. T-695—30-gal. drums..Each 32.50

RUBBER-TIRED WHEELBARROW WHEELS

Standard size 8 x 4:00—Heavy Duty Tires and Tubes.
Metal Wheels—Roller Bearings—for 1/2-in. axle.....\$11.95



SAXOLIN TREE WRAP

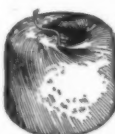
Rolls, 4 ins. wide, contain approx. 155 lineal feet.

No. N-119, Log of 10 Rolls..... \$3.00
2¢ In stock for immediate shipment.

COTTON TWINE—Many Ends

Put up on 50-lb. tubes—4-ply. Pull out a hank from the tube, any length strings you desire—SNIP! With shears and you have 50 pieces of string all one length.

Very popular with commercial growers.
No. M-9—Per 50-lb. tube (59c lb.).....\$ 29.50
Special—5 tubes for.....110.00



SISAL TWINE for WRAPPING—2-Ply—New Low Price

2-Ply, Fine Quality

No. M-3—10-lb. balls (27c lb.)...Each \$ 2.70
No. M-6X—60-lb. coils (24 1/2c lb.)..Each 14.70

WESTVACO PROMOTIONS.

Theodore Riedeberg, who joined Westvaco Chlorine Products Corp. early this year, has been appointed sales manager of the agricultural chemicals division. In his new position he will supervise sales of all fumigants and insecticides produced by Westvaco including methyl bromide, DDT, grain and soil fumigant mixtures and new products of a kindred nature to be added to the Westvaco line.

Before joining Westvaco, Mr. Riedeberg was connected for several years with the Dow Chemical Co. in the development and application of methyl bromide in industrial and food plant sanitation.

Russel H. Beatie, who joined Westvaco earlier this year, has been named assistant manager of agricultural chemical sales, with particular responsibility for insecticides.

Mr. Beatie graduated from Kansas State University, taking his masters degree in entomology, and spent several years in technical service work throughout the middle west before joining the sanitary corps of the United States Army in April, 1943.

AFTER being closed during the war, Vosters Nurseries & Greenhouse, Secane, Pa., will be reopened.

Solve all your packing problems.

WOOD CASES NEW AND USED

Plain — Full Depth — Open Top — Steel Strapping.

IMMEDIATE DELIVERY

Order today at saving while 100,000 stock lasts!

11 1/2 ins. wide, 10 1/2 ins. high, 17 1/4 ins. long.

For complete information, write, wire, or phone

AETNA BOTTLE & CONTAINER CO.
Central 8799
1066 Paul Brown Bldg. St. Louis 1, Mo.

PROTECT TREES AND SHRUBS AGAINST RABBITS with COPPER SOAP

rodent repellent

Easily applied, economical, effective. One application lasts entire season. **YOUR NURSERYMAN OR SEED DEALER HAS IT.** Write for detailed literature.

CASTLE CHEMICAL CO.
Castle Rock, Minn.

SPRAY WITH.. C. P. O.

Use this Safe, Odorless, Non-Poisonous Spreader in place of fish oil soaps and summer oils.

FOR BETTER CONTROL OF

Lace Bug	Pine Leaf Scale
Red Spider	Spruce Gall Aphis
Juniper Scale	Eucalyptus Scale
Lilac Scale	Aphids

And Most Sucking Insects on Evergreens and Ornamentals

Write for information and samples and learn how you can reduce cost of nicotine sprays one-half.

Crystal Soap & Chemical Co., Inc.
Department A N
6300 State Road, Philadelphia 35, Pa.

ATTENTION NURSERYMEN!



IMP. SOAP SPRAY

Use 1 part with 25 to 40 parts of water

Ask your nearest seedman, or write for literature.

THE AMERICAN COLOR AND CHEMICAL CO.
178 Purchase St. Boston, Mass.

BOOKS

for Nurserymen

Book A. Illustrates in full color 235 standard nursery items, brief description, substantially bound. Price in small lots, 75c each.

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Nicely illustrated, 48 pages and cover. 18c each in small lots.

Correct Planting Methods

A pocket-size 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

Will send sample copy of each of the above on receipt of \$1.00. Cash with order.

Made to Order

Catalogs, Folders, etc., with illustrations in full color or one color. Thousands of engravings available. Send your specifications or samples for estimate and suggestions.

A. B. MORSE COMPANY
ST. JOSEPH, MICHIGAN

IT COSTS NO MORE (and in most instances less)

FOR OUR PACKING OF Nursery Burlap Squares and Rolls

Write for prices and samples.

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LABELS FOR NURSERYMEN

THE
**BENJAMIN CHASE
COMPANY**
DERRY, N. H.

"COTTONETTE" Nursery Squares
"GIBBALTAR" Frost Covers
HORTICULTURAL PEAT MOSS
RAFFIA for budding, etc.

Write for prices; state requirements.

NEW AMSTERDAM IMPORT CO.
122 Chambers St. New York 7, N. Y.

NEW PLANT PATENTS.

The following plant patents were issued during July, according to Rummel, Rummel & Davis, Chicago plant lawyers:

No. 702. Rose plant. Frederick H. Howard, Montebello, Cal., assignor to Howard & Smith, Montebello, Cal. A new and distinct variety of hybrid tea rose plant, characterized particularly by its prolific blooming habit; its high degree of disease resistance; its conical bud; the heavy substance of its petals and foliage, and the camellia-like form, distinctive salmon-pink coloring and long-lasting quality of its flowers.

No. 703. Barberry plant. Constant DeGroot, Sheridan, Ont., assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of barberry plant, characterized as to novelty by its habit of rapid growth, combined with the smaller foliage and spine characteristics of Barberry thunbergi; the color of its foliage; cluster arrangement of oblong red fruit; adaptability for hedge usage by reason of its quick, tall, narrow and impervious habit of growth, and its adaptability for usage as a single ornamental bush of vigorous, hardy and colorful growth.

No. 704. Rose plant. Walter E. Lammerts, West Los Angeles, Cal., assignor to Armstrong Nurseries, Inc., Ontario, Cal. A new and distinct variety of rose plant, characterized as to novelty by the depth, brilliance and uniformity of color of its blooms; resistance of such blooms to fading; unusual continuity of blooming for double yellow pillar type of roses; the heavy, glossy and leathery foliage on a free-branching, vigorous plant, relatively free from prickles, and marked resistance of said foliage to mildew.

No. 705. Buddleia plant. Paul J. Schmidt, Youngstown, O., assignor to the Wayside Gardens Co., Mentor, O. A new and distinct variety of buddleia plant, characterized particularly by large, well rounded and sharp-pointed flower heads; the purity of the whiteness of the florets and flower heads; the permanence of the blooms when cut; the long, straight, well branched stiff stalks, and the bearing of the flower heads on the stalk or branches without break or curvature.

No. 706. Buddleia plant. Paul J. Schmidt, Youngstown, O., assignor to the Wayside Gardens Co., Mentor, O. A new and distinct variety of buddleia plant, characterized particularly by large leaves; its rapid and sturdy growth; the golden eye or interior of the funnel and color of the petals; the concurrent opening of almost all the florets of a head; the straight, stiff, sturdy stalks supporting the flower heads in coaxial relation without break or curvature, and the large-size, well rounded contour and rounded blunt tip of the inflorescence as a whole.

No. 693. Apricot tree. William H. Reeves, Burbank, Cal., assignor to Armstrong Nurseries, Inc., Ontario, Cal. A new and distinct variety of apricot tree, characterized as to novelty by the early ripening season of the fruit and exceptionally large size for such early varieties; the highly developed bluish in the skin of the fruit and its excellent quality for dessert purposes, and tenderness of the flesh; by the unusually vigorous habit of growth of the trees and the attendant large size of leaves and stomata; the extremely low chilling requirement, and regular production each season of crops of uniform-size fruit, regardless of winter temperature conditions.

No. 707. Rose plant. J. H. Kuls et al., Boskoop, Netherlands; vested in the Allen Property Custodian. A new variety of rose plant characterized predominantly by the unusual color of the flowers.

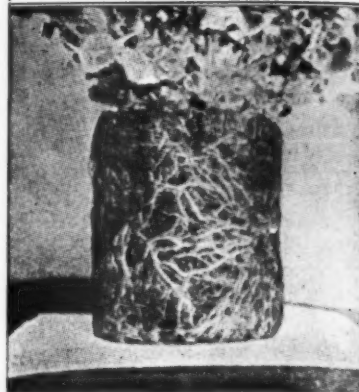
No. 708. Lily plant. Frank Wurzelow, Sr., Houma, La. A variety of Creole Easter lily plant characterized by the fact that each of the leaves has a bordering fringe of white or silver; the stalk is more bushy; it does not grow so tall as the ordinary Creole Easter lily, and as many as six blooms may be produced upon one plant.

No. 709. Rose plant. Herbert C. Swim, Ontario, Cal., assignor to Armstrong Nurseries, Inc., Ontario, Cal. A new and distinct variety of hybrid tea rose plant, characterized as to novelty by the increase in size of the bud and open flower over that of its seed parent; by increase in vigor and uprightness of the plant over said parent, combined with longer and more slender individual flower stems and higher degree of resistance of the foliage to mildew, and by somewhat more pronounced fragrance than that of either of its parents.

A NOTICE of intended sale was posted recently by Anders D. McKenzie and Yula McKenzie for the sale of Hillside Shade Gardens nursery, North Hollywood, Cal., to David W. Best.

MEL-LO PEAT

A Wonderful Soil Builder



Actual Photograph

Of Plant Grown with MEL-LO PEAT
Roots like these can be grown by anyone where Mel-lo Peat is used. See our ad in Classified Column.

MEL-LO PEAT CO., Willard, O.

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Burlap and Cotton
NURSERY SQUARES
all sizes.

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West coast and X. X. Superior
CONGO and CONGO SUPERIOR
Also
GOODRICH BUDDING STRIPS

Write for prices.

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Dresher, Pa.

BAMBOO CANES RAFFIA — BULBS

McHUTCHISON & CO.
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AMERICA'S FINEST
Caffish Brand
Rubber Bands
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Spray Butte
Kneeling Pads
Footwear
Gloves
Sponges
Belts
Hose
* GET OUR CATALOG AND PRICE SHEET
BROADWAY RUBBER MFG. CO. LOUISVILLE 2, KY.



Transplant Your



Your customer will appreciate all the advantages of buying your plants in Cloverset Pots.

(STANDARD HEAVY)

	No. 0	No. 1	No. 2	No. 3
Height	5½ ins.	6½ ins.	9½ ins.	9 ins.
Diam. Top	5 ins.	6 ins.	7 ins.	8 ins.
Bottom Diam.	4½ ins.	5½ ins.	6½ ins.	7½ ins.
Corresponding Clay Pot	6-in.	7-in.	8-in.	9-in.
Approx. Weight Per 100	35 lbs.	52 lbs.	78 lbs.	88 lbs.
Per 100	\$ 2.75	\$ 4.00	\$ 4.50	\$ 5.00
Per 1000	\$25.00	\$37.50	\$42.50	\$47.50

No. 0 for perennials and for greenhouse use;

No. 1 for perennials and mums;

No. 2 for roses and shrubs;

No. 3 for large shrubs and transplanting.

F.O.B. KANSAS CITY. TERMS: CASH WITH ORDER. EXCEPT ESTABLISHED ACCOUNTS. Prices Subject to Change Without Notice. Please send ¼ of amount on C.O.D. orders.

Unless otherwise instructed, we will determine method of shipment. If you designate express, we advise you to check the cost with your local Express Agent.

Cloverset Pots take 3rd class freight rate. All Cloverset Pots are packed 100 in carton, ready for use. We do not break cartons.

Orders for 300 pots or more take 1,000-pot price. Orders for less than 300 pots take 100-pot price.

HARDY MUMS

into

CLOVERSET POTS

PAT. NO. 2073695

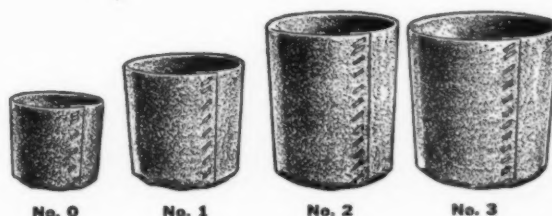
For Quicker — Easier Handling at Blooming Time

Order Now - Be Ready for the Season

Most freight shipments are still slow.

LOOK AT THESE ADVANTAGES:

- ✓ NO LOSS FROM BREAKAGE
- ✓ WEIGHT ONLY 1/16 WEIGHT OF SAME CAPACITY CLAY POT
- ✓ LOW PRICE POT MAY BE GIVEN AWAY WITH PLANT
- ✓ NON-POROUS — ONLY HALF AS MUCH WATERING REQUIRED
- ✓ EASY FOR PURCHASER TO REMOVE FROM PLANT
- ✓ PRACTICAL IN SHAPE—DOUBLES SOIL CAPACITY
- ✓ WIDE BASE PREVENTS FALLING OVER IN DISPLAY GARDEN
- ✓ STARTED AND POTTED PLANT SELDOM LOST



Write us about carload discounts and freight savings based on carload rates.

CLOVERSET FLOWER FARM

Ernest Haysler & Son

105th Street and Broadway

Kansas City 5, Missouri

HILL'S LINING-OUT EVERGREENS

For Fall Delivery

We have available the following first-quality items and, because of the heaviest demand in years, respectfully suggest that you reserve early such stock as you will need—this to insure prompt delivery.

CONCOLOR FIR

	Per 100	Per 1000
4 to 6 ins. xx Fr.....	\$20.00	\$170.00

PFITZER JUNIPER

4 to 6 ins. x Fl.....	20.00	170.00
8 to 10 ins. xx Fr.....	33.00	300.00
12 to 15 ins. xx Field.....	65.00	600.00
15 to 18 ins. xx Field.....	75.00	700.00

WHITE SPRUCE

12 to 15 ins. xx Field.....	28.00	250.00
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BLACK HILLS SPRUCE

6 to 8 ins. xx Fr.....	23.00	200.00
8 to 10 ins. xx Fr.....	25.00	220.00
10 to 12 ins. xx Field.....	38.00	350.00
12 to 18 ins. xx Field.....	48.00	450.00

DWARF ALBERTA SPRUCE

3 to 4 ins. xx Fl.....	25.00	.....
6 to 8 ins. xx Fr.....	45.00	.....

COLORADO SPRUCE

8 to 10 ins. xx Fr.....	25.00	220.00
10 to 12 ins. xx Fr.....	28.00	250.00
10 to 12 ins. xx Field.....	33.00	300.00
12 to 15 ins. xx Field.....	38.00	350.00

LIMBER PINE

8 to 10 ins. xx Fr.....	23.00	200.00
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RED PINE

10 to 12 ins. xx Field.....	23.00	200.00
18 to 24 ins. xx Field.....	40.00	375.00

WHITE PINE

8 to 10 ins. xx Field.....	23.00	200.00
10 to 12 ins. xx Field.....	28.00	250.00
12 to 18 ins. xx Field.....	35.00	320.00

HEMLOCK

10 to 12 ins. xx Fr.....	43.00	400.00
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DOUGLAS FIR

	Per 100	Per 1000
8 to 10 ins. xx Fr.....	\$28.00	\$250.00
12 to 18 ins. xx Field.....	43.00	400.00
18 to 24 ins. xx Field.....	63.00	600.00

UPRIGHT JAPANESE YEW

6 to 8 ins. xx Fr.....	45.00	.....
8 to 10 ins. xx Fr.....	50.00	.....

SPREADING JAPANESE YEW

4 to 6 ins. xx Fl.....	18.00	150.00
8 to 10 ins. xx Fr.....	43.00	400.00
10 to 12 ins. xx Fr.....	53.00	500.00

BROWN'S JAPANESE YEW

6 to 8 ins. xx Fr.....	40.00	370.00
8 to 10 ins. xx Fr.....	43.00	400.00

HATFIELD'S YEW

8 to 10 ins. xx Fr.....	43.00	400.00
10 to 12 ins. xx Fr.....	55.00

INTERMEDIA YEW

6 to 8 ins. xx Fr.....	43.00	400.00
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DWARF JAPANESE YEW

6 to 8 ins. xx Fr.....	43.00	400.00
8 to 10 ins. xx Fr.....	55.00

WARD'S JAPANESE YEW

8 to 10 ins. xx Fr.....	43.00	400.00
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MEDIA YEW NO. 1

6 to 8 ins., xx Fr.....	40.00	370.00
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HICKS' MEDIA YEW

4 to 6 ins. xx Fl.....	18.00	150.00
6 to 8 ins. xx Fr.....	38.00	350.00
8 to 10 ins. xx Fr.....	40.00	370.00

AMERICAN ARBORVITAE

10 to 12 ins. xx Fr.....	23.00	200.00
18 to 24 ins. xx Field.....	43.00	400.00

PYRAMIDAL ARBORVITAE

4 to 6 ins. x Fl.....	20.00	170.00
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SIBERIAN ARBORVITAE

8 to 10 ins. xx Fr.....	33.00	300.00
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WOODWARD ARBORVITAE

4 to 6 ins. x Fl.....	20.00	170.00
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250 of the same size and variety at the 1000 rate.

Fr. signifies frames; fl. signifies flats.

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DUNDEE, ILLINOIS